Trade and Industry
4 February 1977 35p

Structure of company financing

Trade with the German Democratic Republic

Self-employed in the European community

Substantial benefits for offices and service industries

Substantial financial aid for offices and service industries is available to encourage the growth of employment in the Areas for Expansion.

New projects set up in these Areas can qualify for grants, in addition to moves by existing businesses into these Areas.

Details of the incentives are fully set out in a leaflet. To find out more about how they could apply to your company, send the coupon now, or telephone 01-211 6486 (24 hour answer service on 01-834 2026).

What are the grants?

A grant of £1,500 for each employee moved with his work to the Areas for Expansion (up to a total of half the jobs created in the Areas).

A grant of up to £1,500 for each new job created in many Areas.

Rent-free office accommodation for up to 7 years.

Removal grants.

Help towards capital expenditure other than on accommodation.

Who can benefit?

Offices, including insurance, banking, finance, and other professional and scientific services.

Research and Development Units.

All Service Industry undertakings not serving primarily local needs.

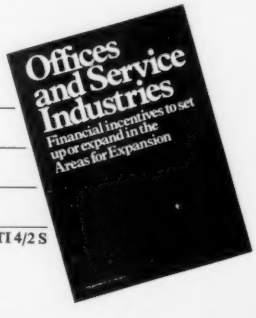
Send for this leaflet now

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU.
Please send me a copy of your leaflet 'Offices and Service Industries'.

Name _____ Position in Company _____

Company _____ Nature of Business _____

Address _____



TI 4/2 S

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 371 ON READER SERVICE REPLY FORM IN THIS ISSUE

Trade and Industry

4 February 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

What are the sources of funds of industrial and commercial companies, and how is the money used? Latest statistics are analysed in a six-page article (page 330).

Trade and Industry

Incorporating the Board of Trade Journal

Volume 26 no. 5.

Pages 281 to 344. 4 February 1977.

Price 35p. Net subscription post inclusive, £24.99

Editorial
Room 439 1 Victoria Street, London SW1H 0ET

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	C. R. Kabraji	01-215 5654
Features and technology	Geoff Sedgwick Jennifer Clarke	01-215 5656 01-215 5074
European community and overseas trade	Gillian Samuel Alex Mayne-Reid Geoff Heaford	01-215 5620 01-215 3016 01-215 3006
Art and pictures	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Circulation control	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED

Display sales office manager	Mike White	01-242 6264
Classified sales		01-405 4743

Subscriptions: HMSO PO Box 569, London SE1 01-928 6977 ext. 472

© Crown Copyright 1977

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC

Member of the Audit Bureau of Circulations

This week

Industrial democracy: Prime Minister outlines government plans and Dell sees West German system 282
New proposals for export and industrial strategy 282
EEC issues licenses for Russian fishing 283
Foreign currency finance for exports 283
Two more anti-dumping investigations 283
Dell visits GDR 283

Home news

Government expenditure plans 284
Conference studies performance in engineering construction industry 285
Industry Act assistance: interest rates reduced 286
Government factory in Leeds 286
Engineering company at Knowsley 286
Standby safety vessels – instructions for surveyors 286
Insolvency Law Review Committee members 286
Cuts in night jet movements 286
Booklets for air travellers 286
Limitation of liability for maritime claims 287
Proposed legislation on exemption clauses 287
Price Commission report: September to November 288
Fresh food prices 288
Special reports by the Price Commission 289
Assurances to Director General of Fair Trading 289
Proposed regulations for aerosol dispensers 290
Participation agreement with Beryl and Texaco 290
Formal approval for Argyll programme 291
Degree day service launched 291
BR list of dangerous goods 291
Nuclear Industry (Finance) Bill 291

Home exhibitions 292

New products 293

Technology news

Facts across the Atlantic – new PO service 295
Water authority develops own machine 295
New furnace range 295
Pipe protection survey 296
Controlling corrosion 296
Separating oil and water 296
Monitoring equipment for the North Sea 296

Parliament 297

Publications 302

Government sales 303

European community news

Price fixing is opportunity to consider CAP – Silkin 304
UK hopes to eliminate motor vehicle technical barriers 304
Commission proposes to revise duty-free allowances 305
No agreement yet on draft VAT directive 305
Commission invites bids for data processing projects 305
New legislation 306
Works contracts in the EEC 306
Benn in EEC energy talks 306
No evidence for bureaucracy in EEC – Owen 306
John Silkin in talks with agriculture commissioner 307
Draft directive on doorstep selling goes to council 307
Tobacco directive implementation in 1978 307
Self employed in the community 308

Overseas trade news

ECGD raises premium rates for export insurance 310
Provisional anti-dumping charge placed on US stereo flong 310
Long-term programme of co-operation with Romania signed 311
ECGD statutory return 312
Four loans backed by ECGD 312
Export Year: 100 up in north and west Yorkshire 312
Man in Istanbul helps out in Export Year 312
Commodities and indebtedness dominated Unctad IV 313
Invitations open for Bucharest Tehnoexpo exhibition 313
THE seminars on overseas standards . . . . . and booklet for motor vehicle manufacturers 313
Successful Dundee and Tayside mission to Australasia 313
Anti-dumping investigation into printed-circuit board drills 313
GDR: prospects now for improved trade 314

Country data

Argentina 316, Australia 316, Bahamas 318, Brazil 318, Central African Empire 319, Columbia 319, Denmark 319, Finland 319, Greece 319, India 319, Indonesia 319, Iran 319, Israel 320, Italy 320, Madagascar 320 Malta 320, Nigeria 320, Philippines 320, Singapore 320, Spain 322, Sri Lanka 322, South Africa 322, Trinidad and Tobago 322, United States 322

Exhibitions

Fresh evidence of UK interest in US furniture market 323
Gauge and toolmakers take the plunge in Korea 323

Export services 324

Statistics

The economy: selected indicators 326
Film registration statistics 327
Registrations of British, community and foreign films 327
Motor vehicle output in December 328
Business Monitors 329
'Energy Trends': consumption expected to grow 329
Structure of company financing 330
Insolvencies in England and Wales: fourth quarter 336
New companies in Northern Ireland 338
Cinema admissions and takings in November 338
Regional development grant payments 339
Index to statistics 341

Readers' reply service 342

Trade and Industry this week

HOME

Industrial democracy: Prime Minister outlines government plans and Dell sees West German system

'Now that the first emotional reaction to the Bullock Report has died down, I would like to re-emphasise the government's approach,' said James Callaghan, the Prime Minister, in Huddersfield on 28 January.

Mr Callaghan, who was speaking at the Moxons Mill factory of the Allied Textiles Group, during a visit to Yorkshire, said: 'First, we wish to see industrial democracy brought into companies at all levels – not only in the board room but at all levels. Secondly, we intend to legislate on this matter. Thirdly, we cannot permit anyone to have a stranglehold or a veto on such legislation from being considered. We regard it as important for the health of British industry in the last part of the twentieth century. Fourth, we shall begin our consultations on the basis of the majority Bullock Report and we shall give adequate time for discussions, before legislating.

'Already it is quite clear that different people have different approaches to this subject. There seems a wide gap between the TUC and the CBI. For my part, if they care to talk with each other, as well as talking with the government, so much the better. We would welcome that.

'Next, although there must be adequate time for consultation, we cannot allow this to drift on indefinitely. We shall introduce legislative proposals by the summer, so I ask that everyone concerned should begin to think seriously. It seems to us that the legislation should provide for flexibility. Indeed, the Bullock Committee itself said that, if the parties within each company reach agreement on a solution which suits its particular circumstances, then there is no reason why a rigid pattern should be imposed upon such a company.

'I conclude by saying that these ideas are not new. In this country they have been discussed for many years. In some European countries whose economic performance we are asked to admire, worker directors have been part of the industrial scene for many years.

Prime Minister James Callaghan in the driving seat of a tractor at David Brown Tractors Ltd, Meltham, Huddersfield. Mr Callaghan who also visited the Allied Textiles Group during his trip to Yorkshire last week, also spoke on the industrial strategy (see this page) and the government's approach to the Bullock Report. Picture courtesy of 'Huddersfield Examiner'.

Edmund Dell's visit to Bonn

During a visit to Bonn earlier this week (30 and 31 January), Secretary of State for Trade Edmund Dell had talks on industrial democracy with West German ministers and both sides of industry.

The visit, which followed the publication of the Bullock report on industrial democracy of 26 January, will be followed shortly by others elsewhere in Europe.

Emphasising that there must be a debate in the UK on the issues raised with a view to achieving a consensus, Mr Dell pointed out on his return that he had been impressed by the fact that the system operated in West Germany was now accepted.

Referring to West Germany's recent new legislation on industrial democracy, he said he was sure that this would be made to work like the previous legislation. But the general lesson he learned was that everyone in Germany regarded industrial democracy as it had been operated there now for very many years as having made a positive contribution to West German economic success.

Mr Dell also said that he did not believe that it would be impossible to operate a system of industrial democracy in the UK because there were more unions in this country than in West Germany.

New proposals for export and industrial strategy

Proposals for government assistance in matters of export, individual taxation, and marketing are being examined, James Callaghan, the Prime Minister, said in Harrogate on 29 January. The Prime Minister, who was speaking at a Labour Party conference on local government, said: 'In recent months, as part of the industrial strategy hammered out in the National Economic Development Council, groups from trade unions and managements in some 40 separate industries, together with government representatives, have been working together to find out what should be done to improve the performance of their own industries. These groups have now made joint reports. Some even talk of doubling their exports by 1980. These are not targets imposed on them by the government or plucked out of the air. They are ambitious targets. But the real point is that people who work in the separate industries are setting the targets for themselves, sector by sector. To assist them, they are asking for various forms of assistance from the government.

'The government is examining these proposals'.

Mr Callaghan was due to chair a meeting of the National Economic Development Council on 2 February.

Proposals for the next stage of the industrial strategy programme were to be put forward for discussion in a joint paper by the Secretary of State for Industry and the Chancellor of the Exchequer.

EUROPE

EEC issues licenses for Russian fishing

The EEC council of ministers has decided to impose a licensing requirement on East European fishing which is expected to come into force in approximately three days time (7 February).

A communication has been sent to the three East European States permitted to fish in community waters (the Soviet Union, Poland and East Germany) by the British presidency acting on behalf of the community. The communication asked them to submit a list of named vessels to be licensed. The licenses are to be issued by the British presidency and unlicensed vessels will not be allowed to fish.

The council on 18 January decided that these further measures were necessary to ensure that the three East European states concerned stuck to the quotas fixed by the community in December.

These quotas apply for the first three months of 1977 (they will be revised at the end of this period in the light of progress in negotiations) and are on the basis of the 1965-74 average catch, minus 15 per cent.

But evidence from surveillance of East European fishing in the British 200-mile zone has suggested that the East Europeans are fishing at levels incompatible with these quotas and that for some species such as sprats they may have already exhausted their quotas.

OVERSEAS

Foreign currency finance for exports

A series of measures to facilitate a switch from sterling to foreign currency financing of exports were announced by Edmund Dell, Secretary of State for Trade, on 1 February.

In reply to a written parliamentary question Mr Dell said that in future the Export Credit's Guarantee Department would underwrite larger project cases only where these were financed in foreign currency. Also, foreign currency financing would normally be required for all project business with certain countries, and would be actively sought in a number of others. ECGD-guaranteed sterling finance would be longer be available for contracts requiring support for non-UK elements, and general purpose sterling lines of credit would not be established or renewed unless previous lines had been used fully and rapidly.

To assist in this process, Mr Dell said that interest rates for foreign currency buyer credits would be held to the minimum levels established under the international guidelines which he announced on 15 June last year. Referring to his 4 August announcement about improvements in ECGD cover for contracts in foreign currencies generally, Mr Dell said he had now decided that ECGD's premium requirement in this respect would be spread over its whole buyer credit business, sterling and foreign currency alike, and this had been allowed for in the premium increases already announced (see page 310). Also, under ECGD's cost escalation cover, eligible foreign currency credit contracts would in future enjoy the more favourable terms hitherto applicable to cash contracts only.

He explained that ECGD had set up a small unit to help exporters in making the necessary arrangements in order to minimise any problems which may be encountered with the new form of financing.

Details of the measures are being sent to the exporters most concerned, and to banks and trade associations. Exporters wanting further information should write to Foreign Currency Branch, ECGD, Aldermanbury House, Aldermanbury EC2P 2EL, tel. 01-606 6699 ext. 7339/7456.

ECGD also announced on 1 February that the minimum contract value to qualify for buyer credits is being raised from £250,000 to £1 million.

Two more anti-dumping investigations

Anti-dumping investigations into imports of non-alloy steel light sections and flats from the Republic of South Africa and Spain are to be conducted by the Department of Trade. This follows two applications made under the Customs Duties (Dumping and Subsidies) Act 1969.

A summary of the applicant's case will be made available to any interested parties who give an undertaking to treat the information in strict confidence. Any representations from interested parties should be submitted in writing not later than 25 February. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any points which they do not wish to be disclosed. Requests for copies of the relevant statements, together with an undertaking in these terms, should be sent in writing to: General Division, Department of Trade, Room 348, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

These two investigations deal with the latest in a series of applications concerning steel imports. A provisional charge to duty on steel reinforcing bars from the Republic of South Africa was imposed on 24 December and an investigation into the facts of the case is currently being carried out. An investigation into reinforcing bars from Spain was announced in November 1975 and resulted in an agreement with the Spanish industry. This agreement is currently under review, to take account of increases in price levels. A further application concerning light sections and flats from Japan is currently under consideration.

The department imposed a provisional charge to duty on imports of stereo flong from the United States on 3 February (see page 310, and today announced an investigation into alleged dumping of printed-circuit board drills from the United States (see page 313).

Dell visits GDR

A group of senior British industrialists joined Secretary of State for Trade Edmund Dell in Berlin yesterday (3 February) for talks with GDR ministers and officials.

The purpose of the visit, which ends tomorrow (5 February) is to help British businessmen strengthen existing links with the GDR and establish new high level contacts in fields where there is a potential for British exports.

The interests of the companies represented at the talks ranged from plant production to chemicals, construction projects, electronic equipment and automotive components.

An article on prospects for trade in the GDR appears on page 314.

HOME EXHIBITIONS

The Duke of Kent officially opened Wembley Conference and Exhibition Centre on 31 January. The Duke, vice-chairman of the BOTB, unveiled by remote control a plaque in the centre foyer to commemorate the event, pressing a button on the console from which he was speaking in the auditorium. An instant playback of the opening, was screened. See page 292.

Home news

Government expenditure plans

The first volume of a white paper on the government's expenditure plans* was published on 27 January. The second volume will be published later this month. The white paper has been divided in this way to enable the first volume which gives a general account of the expenditure plans and programme totals up to 1978-79, to be published earlier than would otherwise be the case. Further details about individual programmes will form part of the material in the second volume.

Part 1 does not contain figures for 1979-80 and 1980-81 because the figures for those years are even more provisional than usual, in that they have not been reappraised in the light of developments which led to the measures announced on 15 December. However, subject to this proviso, the figures which emerged from the 1976 public expenditure survey for individual programmes in these years will generally be shown in Part 2, although they will of course need to be reviewed in the 1977 survey.

Control

In 1976-77 cash limits were applied to a wide range of programmes; and the contingency reserve was developed into a more operational instrument as a means of holding expenditure within the white paper plan. Both these developments will be continued in 1977-78.

1977-78 will also see the development of profiles (already used for central government cash limited expenditure) for the voted expenditure not subject to cash limits, and to some other central government expenditure, and there will be a regular analysis of expenditure distinguishing between changes in pay and prices on the one hand and in volume on the other.

1975-76; 1976-77

Total programme spending in 1975-76 is now estimated to have been a little below the estimated outturn shown in last year's white paper (Cmnd. 6393).

For 1976-77 present estimates suggest that the total volume of programme expenditure, excluding nationalised industries (for which the basis of presentation has changed), is within Cmnd. 6393 total of programmes plus contingency reserve.

1977-78; 1978-79

The plans in Cmnd. 6393 involved a levelling off for the growth of public expenditure after 1976-77 at the 1976-77 level, with the object of making possible a shift of resources into industrial investment and exports, restraining the increase in the burden of taxation which otherwise would have been necessary, and maintaining an appropriate balance between take-home pay and the provision of public services.

Since Cmnd. 6393 was published, sluggish world trade and problems of financing both the external and internal deficits have required adjustments to the plans in Cmnd. 6393 for 1977-78 and 1978-79, notably those adjustments contained in the statements of 22 July and 15 December 1976. Other changes for these years since Cmnd. 6393 was published include additional measures to alleviate unemployment and to assist the industrial strategy, and revisions in the social security programmes to include among other things the net cost of the first phase of the child benefit scheme.

The net effect of these and other changes to Cmnd. 6393 plans is to bring down the total spending programmes plus contingency reserve to levels in 1977-78 and 1978-79 lower than those in 1975-76 and 1976-77.

Ratio of public spending to GDP

Having been 46 per cent of GDP at market prices in 1975-76, public expenditure (as now defined) is estimated to fall to about 42-43 per cent in 1978-79 and direct public expenditure on goods and services from 26½ per cent to 23-24 per cent over the same period. The figures in this white paper, and consequently the foregoing ratios, take no account of any further fiscal adjustments in 1978-79 of the kind which were mentioned by the Chancellor in his 15 December statement, since the form of such adjustments has not yet been decided.

New presentation

The white paper incorporates a number of changes in definition and presentation, particularly in respect of debt interest and financing of capital expenditure by nationalised industries, as explained by the Treasury to the Expenditure Committee. Further information about the capital investment of the nationalised industries, and total figures for its financing from all sources, including overseas borrowings, will be given in Part 2.

Spending authorities

This white paper differentiates more clearly than previous ones between the three main categories of spending authorities – central government, local authorities, and public corporations (other than nationalised industries). One consequence of the new presentation of nationalised industries is that government funds provided to them appear as part of central government expenditure.

Local authorities

The government does not have the direct control over total local authority expenditure that it can exercise over its own spending, although it can and does control their capital expenditure within narrow limits and influence the level of their current expenditure through the Rate Support Grant system and guidance issued to local authorities. The co-operation between central and local government necessary to regulate the total of local authority expenditure within a reasonable margin has been developed through the Consultative Council on Local Government Finance and similar arrangements in Scotland.

Notwithstanding the very rapid increase in the current expenditure of local authorities in recent years, their total expenditure has declined slightly in the last two years both in absolute terms and as a percentage of public spending, with a reduction in capital expenditure more than offsetting the continued rise in current expenditure; moreover, the rate of growth in local authorities' current expenditure has been reduced in the past three years from nearly 10 per cent to 2½ per cent per annum. Attainment of the planned level of local authority current expenditure in 1977-78 will involve a reduction in the provision of some services in some areas and a fall in present staff numbers.

Public expenditure and the economy

The next two or three years are essentially a period of adjustment in the economy during which we must get the balance of payments right and carry through the fight against inflation says the white paper.

To create the conditions in which a sustained increase in employment will be possible, our endeavours must be concentrated on improving our industrial performance and especially in securing a more rapid increase in net exports. The course of the economy through the next few years will depend not only on the actions of governments but also, crucially, on the response of British industry, both management and trade unions, to the changed environment – and in particular on how effectively industry seizes the opportunities for expansion created by the marked improvement in its international competitiveness.

By 1980 the current account surplus should be approaching the high level that will be needed for several years thereafter to discharge Britain's debts and strengthen her external finances. Even with the help of North Sea oil, the achievement of this improvement in the balance of payments will entail a tight rein on the growth of domestic demand, both private and public. North Sea oil will not by itself provide significant additional employment, but, by easing the balance of payments constraints which have for so long added to the difficulty of managing the British economy, it will give us the opportunity to secure a major strengthening of the industrial base, and through this a renewed growth in employment. It is to these objectives that precedence has now to be given. Further social improvements must depend on the prior achievement of our economic and industrial objectives.

* *The Government's Expenditure Plans*, Cmnd 6721-I, price 60p.

Conference studies performance in engineering construction industry

As part of a three-day visit to the Northern Region this week Bob Cryer, Parliamentary Under-Secretary for Industry, opened a conference in Middlesbrough on 3 February to discuss the findings of the Comparative Construction Performance Working Party (CCPWP) Report on the engineering construction industry. The conference, held at Teesside Polytechnic, formed part of a full and constructive three-day visit made by Mr Cryer to the Northern Region.

The report had been highly critical of UK performance in the heavy engineering construction field compared to projects on the Continent and in the United States. The Middlesbrough conference was one of a series of three arranged to publicise the report's findings and to stimulate action by those directly concerned – management and unions in the industry – to work together to find ways of improving performance in the UK. Further meetings are to be held in Glasgow on 10 February and London on 15 February.

The CCPWP's members include senior management from the client industries – such as oil and chemical companies and the Central Electricity Generating Board – and from the contractors to those industries. It also includes executive trade union officials and officials of the Department of Industry and the National Economic Development Office. Both the CCPWP and its parent body, the Mechanical and Electrical Engineering EDC, are chaired by Jim Mortimer of the Advisory, Conciliation and Arbitration Service, who also chaired the Middlesbrough conference at which he introduced the report.

The CCPWP was set the task of providing empirical evidence on whether projects undertaken in the UK take longer to complete than those undertaken in Western Europe and in the United States. It conducted a series of case studies and a postal survey of recently completed projects in the UK and elsewhere. To examine projects currently under construction activity sampling surveys were also carried out.

Chief findings

The chief findings of the report were that, with very few exceptions, the UK projects did indeed take longer to complete than comparable projects abroad, and that they also absorbed more man-hours and employed larger numbers of men.

No single factor was found to be the main reason for the UK's poor performance. But poor site relations were identified as an important factor, the main cause of which was the absence of a single national agreement governing site work and covering pay rates, disputes procedures and the like. The absence of such an agreement made it easier for disputes to arise and more difficult for them to be settled. This has an unsettling effect on management and workforce alike, causing morale to be lowered and performance to drop. Lack of stability of employment also has a debilitating effect on morale and causes performance to deteriorate further.

The report also highlighted planning and management problems which contributed to the industry's poor performance, problems which often exacerbated the site relations difficulties already identified as an important factor. Although planning techniques in the UK are as up to date as any in the world, in many cases construction commences when only a small proportion of the engineering work has been done. This can lead to sitework being held up for lack of drawings, which in turn makes it necessary to increase site manning at a late stage, a costly practice which can also lead to difficult industrial relations problems.

More rigorous operating standards in the UK than are usually demanded overseas, coupled with more frequent design changes after construction has commenced, were also identified as important causes of extra cost and delay.

Minister's comments

In his speech opening the Middlesbrough conference, Mr Cryer commended the report for its clarity and its thoroughness. Although the decision to publicise it might seem to be another example of the British habit of self-denigration, only by acknowledging our weaknesses could we begin to put matters right.* There was no easy solution to the industry's problems but Mr Cryer was greatly encouraged by the unanimity of view of the Working Party members on what was needed to be done and on the urgency of getting action moving. This view had the full backing of the National Economic Development Council ('Neddy'), which at its January meeting asked that follow-up action should be co-ordinated through a meeting of all those concerned to be convened by a minister from the Department of Employment. This meeting had already taken place and had confirmed that the will really did exist in all quarters to put matters right. Action was essentially for the engineering construction industry itself – management and unions alike – but the clients and the employers' organisations also had their parts to play. The government's role was mainly as a catalyst, assisting and encouraging others to come together but not itself intervening in the detailed negotiations that would be taking place.

Referring to the need to make progress on a national agreement, Mr Cryer said that although there was still some difficult problems to overcome he understood that all the parties concerned were agreed on the desirability of reaching a satisfactory agreement. They were due to meet again on 7 February to take their discussions further and with the goodwill that now existed he was confident that considerable progress would be made. Mr Cryer was bound to acknowledge that the existing pay policy – and whatever might follow it in August – might make it difficult to implement a national agreement right away, but that was no reason for delaying agreement on the principles to be followed.

Mr Cryer added that he fully understood why workers' performance should be adversely affected by their lack of a sense of job security. One factor in this was the very nature of sitework with its peaks and troughs of activity. But this sense of instability was not helped by the (understandable) clash of interests that could arise between the 'travelling men' employed on regular contracts and those recruited locally to work on particular sites. The balance to be struck between these two categories of workers was essentially a matter for discussion between the employers and the unions in the first instance.

Stability of employment was also dependent to a degree on stable ordering programmes, especially by the nationalised industries. This was a difficult area for government especially during periods of economic recession. But even in these difficult times the government had taken steps to improve the situation by introducing (in 1975) new procedures for approving the capital investment programmes of the nationalised industries. Decisions on these programmes were now taken in the summer of each year, in advance of the main public expenditure decision, and approval of a substantial proportion was given for four years ahead instead of three. The government did, however, recognise the particular problems that had arisen in the power plant field especially and was at present giving urgent consideration to the CPRS report which recommended amongst other things, the adoption of a steady and firm ordering programme.

Mr Cryer drew attention to those aspects which were particularly for management to consider, such as the reasons why the construction phase so often started before the engineering was substantially complete. He wondered whether this might be one of the reasons for frequent design changes, although these might also stem from the higher operating standards usually set in the UK. This seemed an area where clients and contractors might seek to establish an agreed policy aimed at reducing the number of design changes once construction has started. Another area for management was delays in delivery of materials and equipment. It was clearly to the mutual benefit of contractors and suppliers to find ways of overcoming these delays. Where investment in new machinery was the answer the government stood ready to help under the new Selective Investment Scheme.

Finally Mr Cryer congratulated the EDC on the speed with which they had started to stimulate action on the Working Party's Report, of which this conference was a good example. He wished it well and invited the audience to participate fully and frankly.

* In any case the report brought out some points that showed the UK in a good light, such as examples that were quoted of more stringent safety standards and better canteen and transport facilities.

Industry Act assistance: interest rates reduced

The maximum rate of Interest Relief Grant and interest rates for loans under section 7 of the Industry Act 1972 are reduced with effect from 31 January.

The rate of Interest Relief Grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being reduced from 16 per cent to 15½ per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is reduced from 13 per cent to 12½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is reduced from 16 per cent to 15½ per cent.

Government factory in Leeds

A 1,350m² (15,000 sq ft) advance factory for the Department of Industry is being built in Roundhay Road, Leeds.

A contract worth about £174,000, which includes site development works, has been awarded to F. P. A. Finnegan Ltd of Sheffield by the English Industrial Estates Corporation. Architects are Hadfield, Cawkwell Davidson and Partners of Sheffield and quantity surveyors are Rex Proctor and Partners of Leeds.

The premises should be ready during July.

Inquiries regarding purchase or lease should be made to: Regional Director, Department of Industry, Yorkshire and Humberside Region, Priestley House, Park Row, Leeds. (tel. Leeds (0532) 443171).

Engineering company occupy Knowsley terrace units

Turngrade Ltd is to occupy two sections totalling about 500m² (5,500 sq ft) of a terrace unit factory built for the Department by the English Industrial Estates Corporation on the Knowsley Industrial Estate, Merseyside.

At present Turngrade occupy a factory of about 140m² (1,500 sq ft) on the Rainford Industrial Estate where they employ 10 people in a variety of engineering work including fabricating and machining. The company needs additional production space and expects to employ an additional 25 workers in the new premises.

Stand-by safety vessels attending offshore installations – instructions for surveyors

The Department of Trade's 'Instructions to Surveyors for assessing the suitability of stand-by safety vessels attending offshore installations' has been published.

These instructions are designed to improve and maintain safety standards of stand-by vessels operating in the maritime oil industry. They have been produced in agreement with the United Kingdom Offshore Operators Association (UKOOA) and the Department of Energy.

The instructions are available from the Offshore Safety Section, Marine Division, Department of Trade, Room 723, Chancery House, Chancery Lane, London WC2A 1QU. Price £1.00 including postage.

Insolvency Law Review Committee members

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Trade, named the members of the Insolvency Law Review Committee in a statement to parliament on 27 January. The following members had been appointed: Mr Registrar T. Ritchie Penny, Mr Registrar John M. Hunter (Northern Ireland), Mr Muir Hunter QC Mr P. J. Millet QC, Mr E. I. Walker-Arnott, Mr A. Goldman, Mr P. G. H. Avis, Mr C. A. Taylor, Mr J. S. Copp, Mr G. Drain JP, Mr Duncan McNab FACCA.

The decision to appoint the committee, under the chairmanship of Mr K. R. Cork, was announced in parliament by Mr Edmund Dell, Secretary of State for Trade on 25 October 1976.

The committee's terms of reference are:

1 to review the law and practice relating to insolvency, bankruptcy, liquidation and receiverships in England and Wales and to consider what reforms are necessary or desirable;
2 to examine the possibility of formulating a comprehensive insolvency system and the extent to which existing procedures might, with advantage, be harmonised and integrated;
3 to suggest possible less formal procedures as alternatives to bankruptcy and company winding-up proceedings in appropriate circumstances; and
4 to make recommendations.

The work of the committee is expected to take between 2-3 years.

The secretary will be Mr T. H. Traylor, of the Department of Trade's Insolvency Service.

Cut in night jet movements at Heathrow and Gatwick next summer

Cuts are to be made next summer in night jet movements at Heathrow and Gatwick airports.

The announcement was made by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, in answer to a parliamentary question on 26 January.

'Pursuant to the government's declared policy of progressively reducing night noise disturbance,' he said, 'I have decided that the number of night jet movements permitted in the coming summer should be 2,200 at Heathrow and 2,800 at Gatwick. This represents a cut of 400 at Heathrow and 300 at Gatwick on last summer's quotas. The sub-quotas for noise certificated aircraft remain 400 at Heathrow and 300 at Gatwick as does the requirement that no more than 150 of the permitted movements at Heathrow may be take-offs. The hours of restriction will also be the same.'

At Heathrow, the restrictions will apply in the case of departures from 23.30 to 06.30 hours Monday to Saturday, except that noise certificated aircraft are exempt between 06.00 and 06.30 hours and 23.30 to 08.00 hours on Sundays. In the case of arrivals the restrictions will apply from 23.30 to 06.00 hours every day. At Gatwick restrictions apply from 23.30 to 06.00 hours for departures and arrivals for all aircraft every day.

The Department of Trade is engaged in a policy study to formulate a long-term strategy for progressive reduction of night noise disturbance around Heathrow and Gatwick, with a view to replacing the present method of deciding quotas on a year-by-year basis. A consultation document giving the results of this study will be published shortly. MPs, local authorities and amenity groups as well as aviation interests will be asked for their views on the policy options for achieving the reduction in night noise before any decision is announced.

Booklets for air travellers

Two booklets giving advice to air travellers have been published by the Airline Users Committee. 'Flight Plan' is a general guide while 'Care in the Air' gives advice to the handicapped. The booklets are available from the CAA, PO Box 41, Cheltenham, Glos.

Limitation of liability for maritime claims

A new convention on the limitation of the liability of owners of sea-going ships has been adopted, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, announced on Tuesday, 1 February.

He was replying to a parliamentary question about the outcome of the legal conference of liability for maritime claims, held in London last November under the auspices of the International Maritime Consultative Organisation.

'The conference, over which I had the honour to preside, adopted a new convention designed to replace the 1957 Brussels convention relating to the limitation of the liability of owners of sea-going ships,' said Mr Davis.

'The new convention takes into account changes which have occurred since 1957 in the international legal field (such as the adoption of conventions relating to the liability of operators of nuclear ships, to liability for oil pollution damage and to the carriage of passengers and their luggage by sea) and in the value of money and the capacity of the insurance market.

'Thus the limits of liability are substantially increased, especially in relation to small ships whose low limits of liability hitherto have most frequently brought limitation into play. For medium-sized and large ships the increase makes up for inflation since 1957; for very large ships the increase is less because of the limited capacity of the reinsurance market. A separate limit for passenger claims is established relating to passenger carrying capacity and with a ceiling of $30 million.

'On the other hand, the new convention also covers claims for damage to harbour works, basins and navigable waterways, which could be excluded by reservation from the scope of the 1957 Convention. Further, it gives the person liable much greater certainty than in the convention as to the circumstances under which limitation of liability may be denied.

'The new convention, which will enter into force one year after 12 states have become parties, opens for signature today (1 February) and the United Kingdom's representative at the conference, Lord Diplock, is attending the headquarters of Imco to sign on behalf of the United Kingdom.'

Proposed legislation on exemption clauses

'There now seems a good chance of offering consumers some protection against unfair contract terms and notices,' said John Fraser, Minister of State for Prices and Consumer Protection, speaking to the Welsh Consumer Council in Cardiff on 27 January.

Mr Fraser said: 'If there is one issue overdue for legislation, it is the protection of the consumer against unfair contract terms and notices – or, as these are often called, "exemption clauses". Much has been said in recent years about the iniquity of a situation where a car-park owner, by exhibiting a notice, can avoid liability if one of his employees negligently damages your car. Or where, to recall a famous case, a holiday camp, by means of the small print in its conditions, can leave a widow without redress when her husband is drowned in an inadequately supervised swimming-pool. Or where, because of the conditions printed in its brochure, a travel firm can substitute another hotel or ship, or even another resort, for that booked. Where a manufacturer can so word his guarantee that he can avoid responsibility for negligence which results in loss or damage to those using his goods.

'This whole area of the law was of course for many years under study by the Law Commissions. Most of you will know of the Supply of Goods (Implied Terms) Act 1973 which resulted from the first part of the Law Commissions' study and which safeguards the rights of a consumer buying goods. The Law Commissions' Second Report on Exemption Clauses was published just over a year ago and since then we have been consulting on its recommendations and developing its ideas with a view to introducing further legislation as soon as parliamentary time allows. The pressures of other essential business have, however, made it unlikely that time will be available this session for a government bill.

'It was therefore with considerable satisfaction that I saw that Michael Ward, member of parliament for Peterborough, had put forward a bill on this subject. His Avoidance of Liability (England and Wales) Bill comes up for second reading tomorrow.

'The main purpose of the bill is to control, in England and Wales, the exclusion or restriction of liability in contract or for negligence which arises in the course of business. The bill provides for this to be done in a number of ways. First, it lays down that liability for death and personal injury resulting from negligence cannot be excluded. This goes further than the Law Commissions' proposal, which only recommended a partial ban. This provision will, I know, be a source of considerable satisfaction to those who have shown concern about this particularly sensitive and important area, in which the individual is probably vulnerable to greater hardship than in any other. We share their view that it should be accepted as a matter of social policy that, except where international conventions are effective, exclusions and restrictions of liability incurred in the course of business for death and personal injury should be void in all circumstances.

'The next thing the bill does is to subject to a reasonableness test attempts to exclude or restrict liability for other loss or damage resulting from negligence. This will allow the courts to strike down car-park notices and the like where they are unreasonable. The bill also simplifies matters in the whole area of negligence by changing the law relating to notices. It is now proposed that notices will no longer be effective to exclude or restrict liability for negligence, except where they operate as part of a contract. This means that notices such as you might see on a building-site, saying "Beware contractors' plant operating – enter at your own risk", will operate as no more than warnings, which may of course still be effective in discharging the occupier's duty of care.

'Except where businessmen are contracting together on freely negotiated terms, the bill also applies the test of reasonableness to exclusion or restriction of liability for breach of contract and to the avoidance of liability for inadequate performance of a contract. This will deal with the travel brochure conditions I referred to earlier. The bill also applies the test to indemnity clauses of the kind so often attacked in the press and on television. It would certainly deal with that clause in the cross-channel ferry ticket which says that if your car gets flung about because the crew have not secured it properly, you are in effect liable for any damage it does to other vehicles on the ship.

'Last, but I think by no means least, the bill deals with two areas relating to the supply of goods where protection is not already provided. It extends to those who hire such things as cars and television sets and to all of us who engage in what are called contracts for work and materials – for example, having our shoes mended – the same sort of protection as the 1973 Act offers to those who buy goods. It also makes certain that a consumer cannot, by signing a guarantee, lose his right to redress if he suffers loss or damage through a defect in consumer goods which results from the negligence of those concerned in their manufacture or distribution.

'Representatives of trade and industry have been fully consulted during the preparation of this measure and it is intended that legitimate business interests should be fully safeguarded. An example of this is the decision not to apply the reasonableness test to commercial maritime contracts. In indicating that this bill will have our full support I ought perhaps to add that I would hope that while the bill is before the House it will be possible to improve it still further in a number of respects – notably to exclude from the controls activities covered by international conventions and international contracts for the supply of goods.

'In general, there is, I believe, all-party acceptance of the need to legislate in this field. I very much hope, therefore, that Mr Ward's bill will receive a second reading tomorrow. Apart from the changes I have already mentioned, we would then endeavour in due course to extend the scope of the bill to cover Scotland and Northern Ireland. With the goodwill of the House tomorrow, and we now seem to have a very good chance of offering consumers and small businessmen, before the end of the summer, a fair measure of protection against unfair contract terms and notices.'

Mr Ward's bill received its second reading on 28 January.

Price Commission report: September to November 1976

The rate of inflation has turned upwards again according to the Price Commission's report* to parliament for the period to 30 November 1976. The commission comment that some further deterioration can be expected in coming months. 'It will not be until the spring that price increase notifications reflect the lower level of pay settlements, and it will be some months after that before the full benefit has worked through into retail prices. A significant strengthening in sterling would bring more immediate improvement.'

An increase in the rate of inflation was forecast in the commission's last report and the commission's index, based upon price notifications received, rose by 9.3 per cent over six months bringing the twelve-month increase to 15.7 per cent. The rise in the commission's index will be reflected in due course in both the wholesale price index and after a further time lag in the retail price index.

The increase in the rate of inflation is primarily a reflection of the fall in the value of sterling, but the relaxations in the Price Code have been a contributing factor.

The report contains in addition extended reviews of the investment reliefs and of the programme of reports on special references.

* Price Commission Report for the period of 1 September to 30 November 1976 (HC95, HMSO, £1.65).

Highlights

The report shows that during the three months: the commission modified, rejected or secured the withdrawal of 198 notifications of price increases for category I and II companies, which reduced price increases by £125 million a year; about £2.7 million was secured in the form of price reductions or the absorbing of costs by larger enterprises which had exceeded their reference levels; the commission's regional staff secured 368 general price reductions from smaller firms which had exceeded their reference levels, saving the consumer about £17 million; and 223 individual price reductions were made following complaints from the public about particular prices.

Costs and prices

During the three months covered the retail price index increased by 4.6 per cent bringing the increase for the 12-months to November 1976 to 15.0 per cent; the wholesale price index rose by 4.9 per cent bringing the 12-month increase to 17.8 per cent; the commission's own index, based on price notifications received, rose by 5.4 per cent bringing the 12-month increase up to 15.7 per cent.

The increase of 5.4 per cent in the commission's index in the three months to November 1976 compares with a rise of 3.7 per cent in the previous three months and of 2.3 per cent in the three months before that. Even allowing for the fact that the 2.3 per cent was unusually low (and probably unrepresentative), it is clear that as forecast in the last report the rate of inflation has turned up again. This view is confirmed by the figures in the six-month table.

In the summer, the commission's index was showing a six-month rate of increase of just over 6 per cent or approximately 13 per cent per annum. In September the figure was 6.6 per cent, in October 8.2 per cent and in November 9.3 per cent. The rise in the commission's index will be reflected in due course in both the wholesale price index and after a further time lag in the retail price index. Further deterioration in the next few months is expected, says the report.

1976 Code relaxations

This report covers the first full quarter since the relaxations in the 1976 Code were introduced in August. The commission noted that these relaxations were designed to per-

Fresh food prices

The Price Commission's index of fresh food prices was 30.6 per cent higher in mid-November 1976 than a year earlier, says the commission's report.

The commission regularly monitor the retail prices of the most commonly purchased fresh foods – bacon, eggs, meat, fish, and fruit and vegetables, including potatoes. The index rose by 11.3 per cent in the three months to November 1976: the increase was largely due to seasonally rising prices of tomatoes – up 15p a lb – and to increases in the prices of potatoes, beef and lamb, of which there were reduced supplies.

Fruit and vegetables, including potatoes, accounted for the largest single increase in the index, both in the months from mid-August to mid-November, and in the year to November 1976. In the three months to November, the index for fruit and vegetables rose by 6.1 per cent, of which 4.1 per cent was due to potatoes, and in the year to November 1976, by 14 per cent, of which 5.2 per cent was due to potatoes.

The commission has been monitoring potato prices and margins since January 1976 and makes regular reports to the Secretary of State for Prices and Consumer Protection. In November the commission was asked also to monitor and regularly report the prices and margins of five other vegetables – cabbages, cauliflowers, brussels sprouts, carrots and turnips – to which demand might switch if potato supplies were short.

Gross margins – the difference between average wholesale market prices and retail prices – for the five vegetables and for potatoes were compared for September to November 1976 and for the same three months of 1975. The average retail price of the five vegetables taken together for the three months September to November 1976 was 11.1p a lb, 2.1p higher than for the same three months of 1975. The gross cash margin – 5.8p – was 1.2p higher, and the gross percentage margin was 52 per cent – one point higher.

By comparison, the average retail price of potatoes for September to November 1976 was 11p a lb, 3.9p higher than for the same three months in 1975, the gross margin was almost the same – 2.5p compared to 2.3p – and, with a higher average retail price this autumn, the gross percentage margin had fallen from 37 per cent to 23 per cent.

The commission's fresh food index is constructed from a widespread collection of prices. This work is done by the commission's 15 regional offices. They collect fortnightly from 14 cities and large towns some 14,000 retail price quotations and, less frequently, 10,000 quotations in 27 medium-sized towns and 38 small-sized towns.

These prices are then 'weighted' to reflect national average expenditure patterns, to form an index. The change in the index for each of the main fresh foods, and the percentage increase in price, are given in the table below.

Fresh food index

	August-November 1976		November 1975-November 1976	
	% price increase	% points increase in index	% price increase	% points increase in index
Meat	8.1	3.9	29.5	13.5
Bacon	7.7	0.7	11.4	1.1
Eggs	3.2	0.2	18.3	1.1
Fruit and vegetables	19.5	6.1	43.8	14.0
(of which potatoes)	(14.8)	(4.1)	(61.0)	(5 2)
Fish	10.5	0.4	24.8	0.9
Change in index		11.3		50.6

Note

Fresh food prices were first referred to the commission in September 1973 by the Minister of Agriculture, Fisheries and Food under the Counter-Inflation Act 1973. The standing 'Fresh Food Reference' requires the commission to keep under continuous review the course of fresh food prices at first hand and subsequent stages of distribution and to report periodically to him on these prices and margins.

mit increases in prices to enable higher profits to be earned to provide the finance for investment and expansion. But increased profits for industry mean increased prices for the consumer.

Figures in the report suggest that the improvement in investment relief to 50 per cent if taken up to the same extent as previously would add ¾ of one per cent to prices of category I and II manufacturing and service companies.

The effects of other relaxations are not so easy to quantify. An analysis of four relaxations – abolition of productivity deduction, increase in depreciation charge, disregard of fuel savings, and output adjustment – is published. This shows that the combined effect of the four provisions was to raise permissible price increases by 1.1 percentage points. The report points out that it is not possible to derive an annual rate of price increase from this analysis. Prices on any given product normally increase on average rather more than twice a year, but against this some of the relaxations have a large initial effect the first time they are used and less thereafter.

There are a number of reliefs the overall effect of which cannot be quantified – for example the interest option and the change in the basis of stock valuations. But in individual cases the effect could be substantial.

The commission conclude that 'it is clear that the total effect of the relaxations on both prices and profits will be considerable, but at this stage we are unable to say how big that effect will be'.

Profit levels

It is not possible to measure the impact of the new code by looking at the movement of profit margins. Increases may be due to taking up the slack available under the old code. But the changes in the new code present more serious statistical problems which mean that the commission's figures for profits and profit margins after 1 August 1976 are not comparable with those for periods before that date.

The calculation of profits and profit margins for price control purposes is now highly artificial says the commission. This means that there will be a sharp divergence between 'Code' profits and the profits in companies' published accounts. In many cases 'Code' profits will be substantially less than published profits and in some instances companies will be showing 'losses' for control purposes while their published accounts show substantial profits.

The effect of the code changes has made it impossible for the commission to continue to compile and publish figures showing the trend of profits as a proportion of reference levels.

Price increases notified to the commission

The number of price increases notified by category I companies continued at the high level of the previous quarter. The monthly average of 280 notifications in March-May rose to 322 in June-August and to 329 for the quarter September-November.

The amounts of the price increases notified rose steeply with a monthly average for category I companies of £1,009 million compared with a June-August figure of £608 million.

The annual turnover of the products the prices of which were increased averaged £15,773 million a month compared with £10,857 million a month in the previous quarter.

The average percentage price increase notified at 6.4 per cent compares with 5.6 per cent for the previous quarter.

Notifications from category II firms fell from a June-August monthly average of 380 to 310 in September-November. Amounts of increases also fell from £164 million to £138 million, and the average percentage price increase fell from 7.3 per cent to 7.0 per cent.

The regional offices

Over 14,000 inquiries and complaints were received during the three months by the commission's 15 regional offices and the headquarters information centre, compared with about 12,500 in each of the two previous quarters. More than 70 per cent of those received during the latest period were cleared on the day of receipt.

Complaints received covered a wide variety of subjects with no one area predominating. Food, particularly potatoes, greengrocery, butter, cheese and bread, accounted for over 500 complaints. About 400 complaints concerned television rental charges. Other frequent subjects of comp int included books and maps (250), tea (200), charges for domestic service including plumbing and call-out charges (180), coffee (180), restaurant, cafe and canteen prices (100) and charges for local authority trading services such as market charges, burial fees and bus fares (100). Over 300 complaints were received about repricing of goods.

Voluntary reductions in the price of 223 individual products were secured as a result of action by regional offices.

Statistical analyses of the commission's work are contained in appendices to the report.

Special reports by the Price Commission

The Price Commission's report summarises the programme of special reference reports completed so far.

The Counter-Inflation Act 1973 empowers ministers to refer to the Price Commission price problems of public interest or concern. The aim is to establish and explain the facts, and to suggest remedies where necessary. These references enable the commission to study the operations of a sector of industry on a deeper basis than it could under the Price Code.

So far 21 reports have been published and work is in hand on eight more. Only three reports were completed in the first 18 months after the commission was set up. But in April 1975 the then Secretary of State for Prices and Consumer Protection (Mrs Shirley Williams) announced a more comprehensive programme. In reply to a question in parliament, she said 'The power to make references to the Price Commission has already been used on a limited scale, and I now propose to introduce a new programme of references under the provisions of para 2 (i) of schedule 1 to the Counter-Inflation Act 1973. My purpose will be to invite reports on individual pricing problems of interest or concern, so that the facts of the situation can be established and explained to the public, and remedies sought for any abuses that may be revealed. I hope that the firms concerned will give the Price Commission their co-operation in this task'.

Progress so far suggests that in addition to identifying cases when prices or profit margins might be too high, reference reports can fulfil two further, but equally important, purposes says the report. They can, when the facts so justify, reassure consumers that prices are not unfair by establishing how prices and margins in a particular area relate to costs. They can identify trade practices that might be changed to the advantage of consumers without damage to the firms concerned.

Reference inquiries are usually carried out by small teams of Price Commission staff, with the help of the commission's regional offices. Representatives of industry and consumers are usually consulted for their views and advice at an early stage, and – with a few exceptions – the commission has secured industry's co-operation and extremely high response rates. The main technique used is the questionnaire. Whenever necessary regional offices make personal contact with traders and help them to fill the questionnaire.

Reference reports generally take between three and eight months to complete. The main aim is to establish facts and apply an impartial judgement. It is for the Secretary of State for Prices and Consumer Protection to take any steps considered necessary once the report has been submitted.

Assurances given to Director General of Fair Trading

The Director General of Fair Trading announced on 27 January that he has obtained a written assurance under part III of the Fair Trading Act 1973 from Children's Educational Records Ltd, trading as Opus Record Shops, registered office 73-75 Mortimer Street, W1, and from its director, William Halford Barrington-Coupe.

The company has several retail shops in London and the south east but the director general based his request for assurances on 13 complaints relating to the mail-order side of the business. These complaints arose between October 1973 and May 1975. Consumers had sent varying amounts of money (between £4 and £78), with orders for

tapes or records, and had received neither the goods ordered, nor a refund of their money.

In six of these cases, the consumer sued the company in the County Court and obtained judgement for the money paid plus costs.

The assurance was sought because it appeared to the director general that the firm had persistently broken its civil obligations by committing breaches of contract by failing to deliver goods to consumers within the time agreed or at all, and by failing to return to consumers money which had been paid in respect of goods which had never been delivered.

Considerable assistance was given to the director general in obtaining this assurance by the trading standards officers in the London Borough of Enfield.

Proposed regulations for aerosol dispensers

Safety regulations are to be introduced for aerosol dispensers. In reply to a parliamentary question on 26 January from Mrs Joyce Butler (Haringey-Wood Green) about implementation of the EEC directive of 20 May 1975 relating to aerosol dispensers (no. 75/324/EEC), John Fraser, Minister of State for Prices and Consumer Protection said:

'My department has today circulated a draft of proposed aerosol regulations to interested bodies for comment, including consumer and safety organisations, local authority associations and organisations representing all sections of the trade.

'The regulations, to be made jointly under the European Communities Act 1972 and the Consumer Protection Act 1961, will make it an offence for any aerosol to be marked with the symbol of the inverted epsilon* unless it complies with the technical and labelling provisions prescribed in the directive. They will also prescribe safety requirements for aerosols which do not bear this mark and will ban the use of vinyl chloride monomer (VCM) as a propellant in all aerosols.'

The regulations are being made partly to implement the EEC directive of 20 May 1975 relating to aerosol dispensers (no. 75/324/EEC). This requires member states to permit the marketing of aerosols (whether metal, glass or plastic) which meet its specific requirements on, for example, leak-tightness, compatibility of containers with contents, test-pressure of the container, filling-pressure, volume of the liquid phase, and safety labelling. Manufacturers or marketers of aerosols may put the symbol of the reversed epsilon on them to show compliance.

In addition to implementing the directive, the proposed regulations specify appropriate safety requirements (consistent with those in the directive) with which all aerosols, with or without the symbol, must comply. Apart from certain aspects of the labelling requirements, the safety in use of the product contained in aerosols is not covered by either the directive or the regulations. It has been or will be covered in separate directives as, for example, in the case of the adopted directive on cosmetics and the proposed directive on the labelling and packaging of household products.

The regulations, which will be enforced by local trading standards departments, will be made as soon as possible after completion of the consultations.

Copies of the draft proposals are obtainable on application to the Department of Prices and Consumer Protection, Consumer Safety Unit, Room 101, 1 Victoria Street, London SW1H 0ET.

Member states of the EEC have been required by a recently adopted directive to prohibit the use of vinyl chloride monomer as a propellant in aerosols because it is carcinogenic. It has not been used for this purpose in this country.

* The reversed epsilon shows the Greek 'ε' back to front, thus: 'ɜ'.

Participation arrangements agreed with Beryl field licensees and Texaco

The government and the British National Oil Corporation (BNOC) have reached agreement with Mobil, Texas Eastern and Amerada Hess – the Beryl field licensees – on state participation in their existing licences.

This was announced on 25 January by Tony Benn, Secretary of State for Energy, in a parliamentary reply to James Dempsey (Coatbridge and Airdrie). Mr Benn said:

'The following is the text of a joint announcement made today by the Secretary of State for Energy, the BNOC, Mobil, Texas Eastern and Amerada Hess:

'Her Majesty's Government, the British National Oil Corporation (BNOC), Mobil, Texas Eastern and Amerada Hess have signed memoranda of principles setting out the arrangements to be concluded between them to give effect to the policy of HMG of securing majority state participation in commercial oilfields discovered under existing licences, leaving the companies no better and no worse off financially.

'The memorandum signed with Mobil is in substantially the same form as those recently agreed with Shell and Esso, and in addition contains certain specific provisions relating to the Beryl Field, the participants in which also include Texas Eastern, Amerada Hess and the British Gas Corporation (BGC). As with other participation agreements, BNOC will have the right to acquire up to 51 per cent of Mobil's petroleum production at international market price except where Mobil is a joint licensee with BGC (as in the case of the Beryl Field) where the percentage will be reduced to take account of the interests of the BGC. Similarly, there are provisions for BNOC to sell back any crude oil taken from Mobil in order to meet the UK marketing and refining needs of Mobil. The company has declared its intention to use any UKCS oil from existing licences in support of its UK feedstock requirements; to optimise the use of UKCS oil in relation to the UK market; and to trade at fair market prices using its best endeavours to safeguard UK Government petroleum revenues and maximise the benefit to the UK balance of payments. The memorandum covers all future commercial fields discovered under existing licences held by Mobil.

'The memoranda signed with Texas Eastern and Amerada Hess relate solely to their interests in petroleum production under licence P139, the licence covering the Beryl field in Block 9/13. BNOC has the right to acquire at international market price up to 45½ per cent (which again allows for the BGC interest) of the companies' petroleum production from the Beryl field. In the case of crude oil, the right commences on 1 January 1979. Should either company engage in refining in the UK, then BNOC will be willing to sell back oil to the company under arrangements similar to those reached with Mobil.

'Each of the above memoranda provide for BNOC to have the right to information and an effective voice with specific voting rights under the Beryl field operating agreement.'

Texaco agree on state participation

On the same day Mr Benn announced the text of a joint statement made by the Department of Energy, the British National Oil Corporation and Texaco North Sea UK Ltd. He said

'HMG, BNOC and Texaco have today signed a memorandum of principles setting out the arrangements to be concluded between them to give effect to HMG's policy of securing majority state participation in commercial oilfields discovered by Texaco under existing licences. It is proposed that definitive agreements should be completed by 30 April 1977.

'At the present time Texaco holds a sub-licence interest in the Argyll Field which is being produced commercially. Texaco also holds interests in various licences within which discoveries have been made and work is currently under way to evaluate the potential for commercial development. Texaco is also continuing exploration activity within their licence areas. Should any of Texaco's discoveries be declared commercial then they will become subject to the memorandum and proposed agreements.

'The memorandum of principles has substantially the same form as the arrangements recently concluded with Shell and Esso. As in the case of Shell/Esso the agreement provides for consultation between HMG, advised by BNOC, with respect to the company's petroleum operations in the UK and allows for BNOC to become a

joint licence holder with Texaco in commercial oil fields discovered under existing licences. BNOC will have the right to acquire at market prices up to 51 per cent of Texaco's share of oil produced from such discoveries. The agreement also provides for the sale by BNOC to Texaco of up to 100 per cent of this oil following such consultation with HMG and the company on a basis which protects the company's commercial activities.

'The company has declared its intention to use any UKCS oil from existing licences in support of its UK feedstock requirements; to optimise the use of UKCS oil in relation to the UK market; and to trade at fair prices, using its best endeavours to safeguard the UK Government's petroleum revenues and maximise the benefit to the UK balance of payments. The agreement will give BNOC the right to information customarily enjoyed by co-licensees together with an effective voice and, in fields where other companies have interests, a vote (but not a veto), in the development and operation of the fields and associated facilities. It also allows for training by Texaco of BNOC personnel.

'The arrangements as concluded and implemented will fully meet HMG's participation objectives while safeguarding the interests of Texaco.'

Formal approval for Argyll programme

Dr J. Dickson Mabon, Minister of State for Energy, has announced approval for a development and production programme for the Argyll field.

This is the first formal approval under the terms of petroleum production licence incorporated in the Petroleum and Submarine Pipe-lines Act 1975. Development and production from Argyll and other fields has so far taken place under temporary consents.

The approval was announced by Dr Mabon in a written parliamentary answer on 26 January to Ian Campbell (West Dunbartonshire). Mr Campbell had asked the secretary of state what approvals and further consents he had issued to holders of petroleum production licences under model clause 15 of the licence terms.

Dr Mabon replied: 'On 24 December an approval was issued for a development and production programme in respect of the Argyll field. This is the first approval issued and the programme covers the period to the end of 1981. The programme contains details of the field area, the offshore facilities and maximum and minimum quantities of petroleum to be produced in each year. Under model clause 15 of the licence terms the licensee may not develop or produce from a field without my right hon friend's consent or in accordance with an approved development and production programme.

'At the end of 1976 further temporary consents were issued for other oil fields to enable development and production to continue pending the review of their development and production programmes. Further temporary consents have also been given for gas fields that are producing or under development.'

The Argyll field was discovered in Block 30/24 in October 1971 and was the first UK offshore oil field to come onstream, in June 1975. Production is via a converted semi-submersible rig and oil is transferred by offshore loading to tankers. Argyll is a small field and commercial production is expected to continue until 1981 on present plans, with peak production of 1.8 million tonnes a year.

The Argyll licensees are:

	Interest (per cent)
Hamilton Brothers Oil Co (Great Britain) Ltd	28.8
RTZ Oil and Gas Ltd	25
Texaco North Sea UK Ltd	24
Hamilton Brothers Petroleum (UK) Ltd	7.2
Blackfriars Oil Co Ltd	12.5
The Trans-European Co Ltd	2.5

Model clause 15 in schedule 2 of the Petroleum and Submarine Pipe-lines Act 1975 requires licensees to seek the approval of the Secretary of State for Energy to field development and production programmes.

Degree day service launched to help save energy

A new free service to industry and commerce aimed at improving the efficiency with which space heating systems are used and so saving energy has been launched by the Department of Energy.

The department will issue each month statistics, known as degree day data, to enable firms to monitor the operation of their heating systems and correct faults or inefficiencies.

Degree day data is a well-established technique for providing a climatic correction in determining the efficiency with which heating systems are used. In essence, the more degree days that are recorded in a month the more heating is required to maintain buildings at a normal temperature.

The data thus enables a comparison to be made between the amount of energy actually used for space heating in a given period and the amount of energy which should have been used, taking into account the level of the outside temperature during that period.

By studying the figures the energy manager or those responsible for energy consumption in a firm are able to keep a running monthly check on the efficiency with which their heating system is working and so minimise the waste of energy. Degree days can also be used to measure the effect of energy-saving measures.

Previously the British Gas Corporation issued the information on a limited basis. Now the Department of Energy has decided to make it generally available in the interests of energy-saving.

Organisations can arrange to receive monthly degree day data by writing to 'Degree Days', Energy Conservation Unit, Department of Energy, Thames House South, Millbank, London SW1P 4QJ.

Figures issued on 25 January are complemented by a free booklet – 'Degree Days' – no. 7 in the department's Fuel Efficiency series, available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394.

The booklet makes it clear that space heating systems in thousands of factories and offices throughout the United Kingdom could be operated more efficiently if companies took account of the degree day data prepared by the Meteorological Office.

Monthly degree day figures will be published in the second week of the following month.

BR list of dangerous goods

The British Railways Board have published a new edition of their List of Dangerous Goods which covers the conveyance of dangerous goods by Railfreight and rail express parcels services.

This book, like the previous edition, lists in the form of an index those goods at present declared by the board to be dangerous.

For the first time, where available, United Nations' Substance Numbers have been included. Also shown are the regulations governing conveyance, permitted packaging and quantities allowed for such traffic. The weights and measures are metricated.

Copies can be purchased from the Publications Section, British Railways Board, Room 4A, Melbury House, Melbury Terrace, London NW1 6JU, price £2.50, plus £1 postage and packing (UK only).

Nuclear Industry (Finance) Bill published

Provisions to allow the government to guarantee loans made by third parties to British Nuclear Fuels Ltd (BNFL) are contained in the Nuclear Industry (Finance) Bill, published on 28 January.

The Bill also allows the government to guarantee the return of advance payments made by customers to BNFL under service agreements. It also increases the present limits on the payments the government may make for loans and shares to BNFL from £75 million to £300 million (which may be extended by order to £500 million).

The bill includes provision for raising the upper limit of the payments the government may make for loans and shares to the Radiochemical Centre Ltd (TRC) from £7 million to £15 million, and for the government to guarantee third party loans to the company.

In addition the bill permits the government to spend money on the acquisition of shares or other securities in the National Nuclear Corporation Ltd and its subsidiaries.

Home exhibitions

Exhibition and conference centre as foreign currency earner

'London's new Wembley conference and exhibition centre has 'enormous potential' as a foreign currency earner', said the Duke of Kent, vice chairman of the British Overseas Trade Board, on Monday, 31 January.

It was a magnificent centre, he said. It was capable of attracting major professional and industrial events to Britain.

The Duke officially opened the centre at the start of a five-day national youth conference.

He described the project as 'a landmark'. Its facilities included a main auditorium that was the most exciting hall in London since the opening of the Royal Festival Hall.

There had been a desire for such a centre for many years. Now that wish had been fulfilled.

The project deserved to capture a healthy share of the international conference business. It was encouraging that already there were bookings into the 1980's.

The Duke recalled that next week (8 February) the British Overseas Trade Board would hold a seminar at the centre to discuss the relationship of conferences and exhibitions to overseas trade.

Sir John Spencer Wills, chairman, Wembley Stadium Ltd, said the development was the first purpose built conference centre in the UK. The opening marked the culmination of many years work.

Reader service 1

North East Lancs comes south

Advertising and postal campaigns backed North East Lancashire Development Association's three-day exhibition at London's Britannia Hotel last week (25 to 27 January), to promote their area. More than 1,000 invitations went to developers, investors and southern firms who will be expanding or intend to launch new factories. Also invited to the opening, by Association chairman John Simpson, were commercial advisers from embassies including the USA, Canada, Japan and Saudi Arabia.

Alan Williams, Minister of State for Industry, commended the Association on its initiative. 'You have a lot going for you which should be attractive to potential investors – a skilled, loyal and hard working labour force, a good selection of industrial premises and sites and vastly improved communications,' he declared in a statement to the Association.

North East Lancashire was an area 'of tremendous potential and opportunity,' said Mr Simpson. It had all the attributes necessary to meet the challenge of the modern technological age. Already there was tremendous variety and diversity.

The exhibition was the first solely about North East Lancashire promoted by North East Lancashire.

Reader service 2

Lightweight exhibition hall for Scottish oil and gas show

Offshore Europe 77 – the Scottish oil and gas show – will be housed in what is believed to be the world's biggest lightweight structure designed for exhibition purposes. The exhibition is being held at the Bridge of Don showground, Aberdeen from 13 to 16 September.

Valued at 'well into six figures', a contract for the building has been signed with Orbits Structures, a member of the Aberdeen-based Aberglen Holdings Ltd, group. They will design, supply and erect the 19,000-plus square metres exhibition hall using Wemysspan buildings.

The patented Wemysspan system uses modular arch frame latticed sections fabricated in aluminium and covered with a tough resilient PVC-coated polyester woven fabric. The individual structures have no interior columns, cross members or external supports.

There was keen international competition for the contract. David Scott, the exhibition organiser says the decision was taken on technical and commercial grounds after close scrutiny by a leading company of consulting engineers.

Offshore Europe 77 will be a concentrated petroleum technology-based show. Emphasis will be on hardware and equipment in relation to the intensive development drilling and production activity which will be a characteristic of the North Sea in 1977.

Reader service 3

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Checkweighing to EEC rules

Equipment designed to meet EEC requirements on checkweighing will be shown by several companies at the International Packaging Exhibition – Pakex 77 – to be held at the National Exhibition Centre, Birmingham from 14 to 18 March.

Many firms plan to launch new products at the show. Items will include code reading equipment, case sealers, tape printers, a new type of stainless steel conveying system and palletised containers.

The event is organised by Industrial and Trade Fairs Ltd and sponsored by the Institute of Packaging.

Reader service 4

For the laboratory

The latest sophisticated instrumentation together with general laboratory glassware will be on show at Labex International 77 to take place at the National Exhibition Centre, Birmingham from 7 to 11 March.

Displays will include pipettes, capillary tubes, and specialised equipment for food and feed analysis.

More than 200 manufacturers and suppliers are taking part. The organisers are Industrial and Trade Fairs Ltd.

Reader service 5

Discussion sessions for Movement 77

A series of half-day discussion sessions, each related to a different materials handling product group, will be a feature of the programme for Movement 77 – the 16th International Mechanical Handling exhibition at the Birmingham National Exhibition Centre, 16 to 21 May.

Each of the five 'Movement Forums' will open with papers summarising topics of current interest in a particular equipment, followed by general audience participation.

The subjects will be: 'efficient loading of vehicles at distribution centre', 'manufacturer's viewpoint on efficiency and safety', 'handling by conveyor', 'lifting equipment and the implication of the Health and Safety at Work Act', 'code of practice for the design of static racking'.

Forums will be limited to 65 people per session.

Reader service 6

New products

World marketing for high performance lathe

A CNC version of the established Hydro NC 540 numerically-controlled turning machine is being launched on world markets by Hydro Machine Tools Ltd, the 600 Group company specialising in design and manufacture of high performance NC lathes.

The new lathe is said to have all the high performance mechanical features of its predecessor, but can be supplied with a choice of CNC systems to increase its versatility and scope. Its operational advantages are listed as – reduced proving times, use of existing tapes, shop floor editing, facilitating programme modifications, machine/operator communication, including comprehensive built-in self-diagnostic system, increased production flexibility, optional control and machine features easily added to and faster part-programming to eliminate calculations otherwise required for tool-radius compensation, area-clearance, constant-cutting speed.

A wide range of machine and control options to meet specific requirements may be added.

Reader service 7

The new Hydro CNC 540 numerical control timing machine which is being introduced to world markets.

One-step, flame sprayed coatings

Metco Ltd, of Chobham, Woking has introduced a range of coating materials which includes 18/8 and high-chrome type 'stainless' steels, high and low carbon steel alloys, a bronze alloy and a molybdenum-nickel-aluminium composite for general purpose work.

Metco says that the process's self-bonding characteristics give for the first time a range of engineering metals applied as one-step coatings. They eliminate the need for mechanical preparation methods or for initial bond coats. Application is simple and quick. The required coating is sprayed directly on to a clean surface and then finish machined to size. There is no limit to the thickness of coating that can be applied.

Some of the new materials can be finish machined by carbide-tipped tools, others – because of their hardness – require grinding. All will accept a high surface finish.

Reader service 8

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Scaling hammers re-designed

The range of BroomWade air driven scaling hammers made by CompAir Industrial Ltd, High Wycombe, has been designed to improve performance and reduce operator fatigue.

Two models are available – type SH75 and TSH75, single and triple headed respectively. CompAir says that new design retains all the features of the original range but permits the user to operate the tool more efficiently for longer periods.

Each hammer is fitted with tungsten carbide steel tips. The single headed version, delivering 3,200 blows/min is ideal for use in restricted spaces and incorporates all the features of the larger triple headed version.

Overall length is 470mm (18.5 in). Type SH75 weighs 2.07kg (4.6 lb); type TSH75 weighs 3.87kg (8.6 lb).

Reader service 9

Toggle action press for various applications

A British-built toggle action press is now available from the manufacturers, SP Marking Products Ltd, Chard, Somerset.

Primarily developed for marking operations on metal products/components the bench mounted press is said to be equally suitable for such applications as piercing, blanking, riveting, bending, forming, as well as light assembly work.

The new SP toggle action press is available with 4 or 8 tons rated capacity. Operating from a standard 80 psi air line, the ram pressure is variable to provide 30 to 40 strokes per minute. The ram has 1¼in (32mm) stroke and it will accept tooling with up to ¾in. (19mm) diameter shank.

SP Marketing Products' new toggle action pneumatic press.

Three modes of operation are available, ie hand, pedal or by component. For some high production blanking, forming and other similar operations the press can be supplied for fully automatic operation with fixed safety guard and automatic feed from coiled stock.

Reader service 10

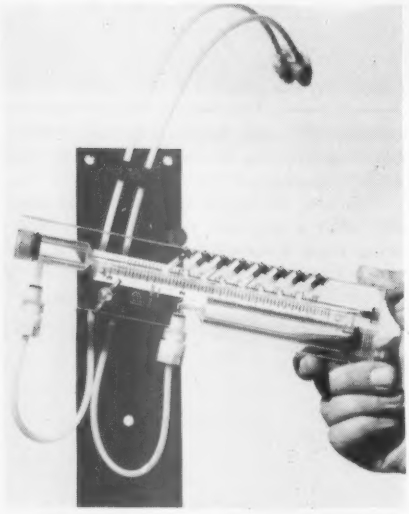
Doubles as vibration analyser

A tunable narrowband filter from Kemo Ltd, Beckenham, Kent, is a portable, battery-operated instrument with a built-in meter, offering the possibility of direct readout of acceleration, velocity or displacement. It is described as 'ideally suited for use as a vibration analyser.' Typical applications for the new VBF-18 include vibration monitoring on machinery, land vehicles, ships, aircraft, and civil engineering structures such as roads, dams, bridges and buildings. Simplicity of use and ease of calibration and readout are claimed making it ideal for use by non-specialist personnel.

The narrow bandwidth of the input filter means it can be used for detailed examination of a series of narrow frequency bands.

Reader service 11.

Filter gauge



A manometer filter gauge, designed and manufactured by Paul Poddy Ltd, London, said to be capable of reliably indicating low pressures and differentials of gas, air, water and other liquids, while also recording the maximum reached. The gauge is automatically equalised simply by swivelling it. The 'swivel action' also resets the gauge by clearing the indicating liquid from the cavities.

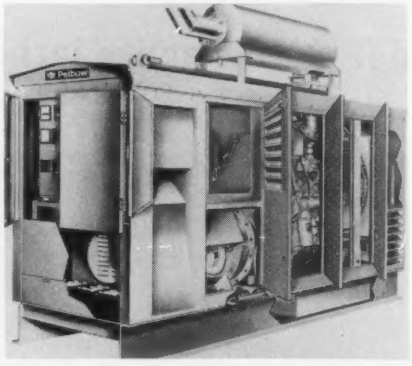
Reader service 12

Silent on-site power

Petbow Ltd, Sandwich, Kent expect that their new range of soundproof generating sets will meet the anticipated EEC noise legislation for on-site operation. Noise levels are reduced to less than 85dba at one metre, the company reports.

The level is achieved by a flame retardant polyether foam, fitted extensively throughout the interior of the steel enclosure. A protective lining, comprising a fire retardant, self-extinguishing, rigid perforated pvc, protects the absorbent backing.

To provide access to the control panel without impairing the 'quiet' operation, the engine/alternator compartment is isolated from the control cubicle by a second absorbent bulkhead.



Extensive fitting of sound absorbing backing is a feature of a range of soundproof generating sets from Petbow Ltd, Sandwich, Kent.

The low level is ensured further by a monocoque construction incorporating a 100 gallon (456 litre) integral fuel tank within the units bedframe, supporting the alternator/engine assembly on built-in anti-vibration units.

Reader service 13

Miniature 90° angle drills

The range of lightweight Broom Wade 2-series air powered drills, made by the power tools division of CompAir Industrial Ltd, High Wycombe, has been extended by the introduction of a miniature 90° angle drill.

The drill head accepts collets from 0.125 to 0.375 in. The range comprises two models with drilling speeds of 2,700 and 4,500 rev/min. It has been specifically designed for precision manufacturing and maintenance applications such as in the aircraft industry. Overall length is 250mm (9.875 in) and the drill weighs only 0.65kg (1.44 lb).

CompAir's miniature 90° angle drill.

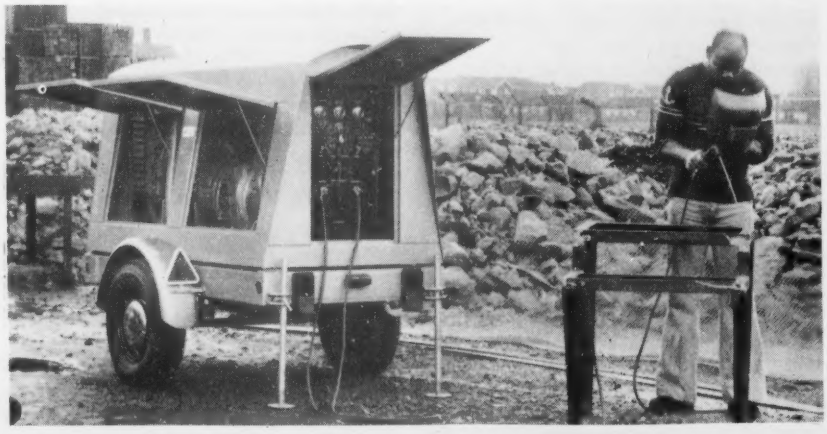
Reader service 14

Specially vented cells

A section of the bank of specially vented Alcad nickel cadmium cells fitted to an R. A. Lister 44Kw diesel generator used during the successful positioning of the world's largest oil production platform, Thistle 'A'. Chloride Alcad Ltd, of Redditch – a member of the Chloride Group – developed a special type of chimney vent for use in the battery which allowed the complete generator set to move through 90° without any spillage of electrolyte.

Reader service 15

This new dual purpose engine driven welding set and auxiliary power generator is being marketed by MIE Power (Generators) Ltd, Loughborough. Reader service 16



Technology news

Facts across the Atlantic – new Post Office service

A trial Post Office service starting next month will allow organisations in the UK direct access both to technical and scientific information held on a large number of American databases and to other computing facilities.

During the year-long trial, prospective users will include universities and other research organisations, oil exploration companies, technical design and medical bodies, and the chemical industry.

Information at their disposal will be on a wide range of subjects including chemistry, engineering, oil and gas production, pollution, patents, agriculture, oceanography, the weather, economics, transport and medicine.

A pharmaceutical company could for instance use the service to search for information on the biological effects of drugs, or a manufacturing company could learn about international patents.

Due to start on 14 February in co-operation with Western Union International, the service will allow users of the Post Office's Datel 200 service to access databases in the US network already operated by Tymnet Inc. Later, users in America will be able to call up British databases associated with the service.

Charges for the service could, depending on usage, mean a marked saving for customers compared with those for existing data services between the UK and USA.

The computer-controlled network will operate over error-corrected links, with a reserve circuit between the two countries. It will supplement the existing international Datel 200 service between the UK and USA.

Each user will have an identity code which he will have to give before he can gain access to the database or computer required.

Western Union International Inc is one of several authorised International Record Carriers in the USA. It has no connection with the Western Union Telegraph Company which provides the domestic telegraph service in the USA.

Reader service 16

Water authority develops their own machine

The Metropolitan water division of the Thames Water Authority has designed and manufactured its own sand skimming machine, for use in cleaning filter beds in water supply. It removes the surface of slow sand filter beds, which require skimming once every four weeks.

A powerful Winget rough-terrain chassis was chosen for the project because of its three tonne capacity and the fact that it allows a hydraulic slow-speed drive mechanism to be inserted in the transmission drive line.

A prototype was produced by the Metropolitan water division and from this the design of the production machines was evolved, starting with six units. Assembly began in January 1976 and the first unit was ready for trials in June 1976. Five units are now under construction in the divisions' workshops and three more machines have been ordered.

Since damp sand is very abrasive the design has concentrated on low rubbing speeds for components handling the sand. Reliability is of prime importance, particularly in times of high water demand, when bed cleaning becomes a critical factor.

Reader service 18

New furnace range

Tempering and heat treatment in many small engineering and tool-making factories calls for consistently accurate temperature control. To meet this demand the Carbolite Co Ltd, of Bamford, Sheffield, have introduced a range of three new furnaces.

Two are for heat treatment purposes, one being a general purpose muffle furnace with a vertical lift door which works at a maximum temperature of 1,200°C, with 1,150°C recommended for continuous operating. From cold it reaches 900°C in 105 minutes and maximum operating temperature in 180 minutes. The other is a horizontal chamber furnace with either pneumatic or electrically-operated slide doors and is fitted with long life heavy gauge wire elements.

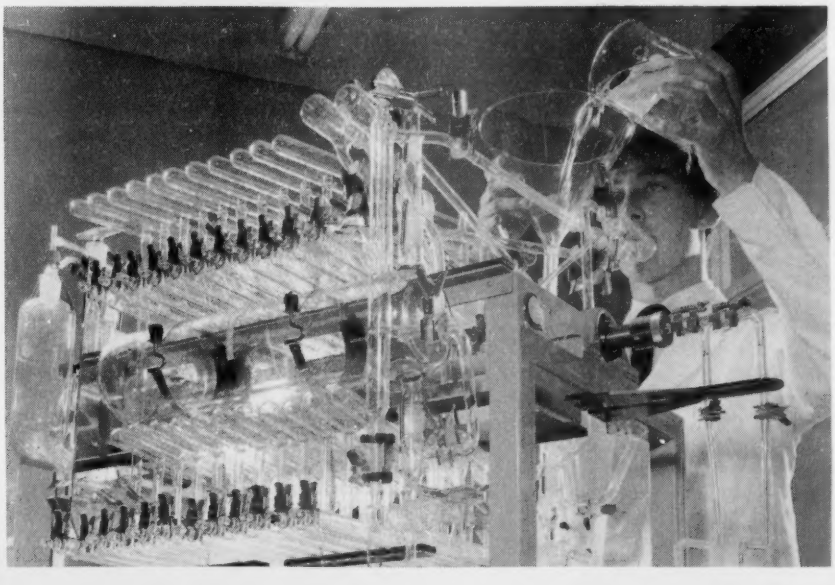
The third for tempering has a usable chamber height and width of 600mm (24 in) and a depth of 900mm (36 in). A centrifugal fan at the rear of the liner forces air down side cavities carrying the elements, and returns the heated air down the chamber, thus ensuring accurate heat transfer.

All models are asbestos-free, with low thermal mass insulation and have three-term solid state controllers with deviation meters.

Reader service 19

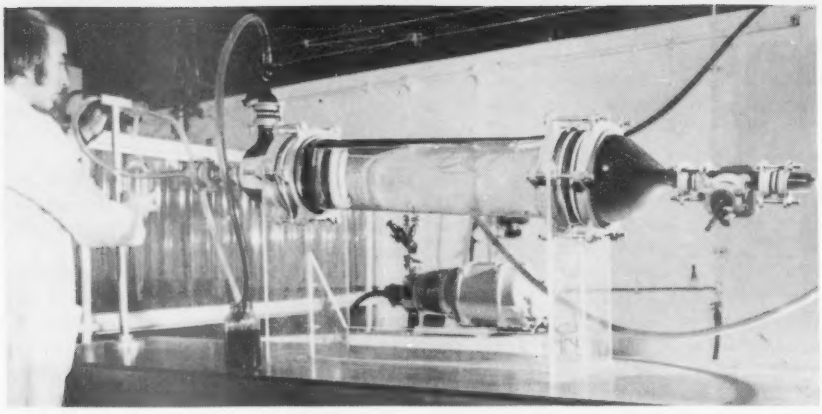
New medicine for ulcers

Developing a new drug known as 'Tagamet' which can produce rapid healing of peptic ulcers at Smith Kline and French Laboratoties Ltd, Welwyn Garden City. The drug can be given orally or by injection and although the treatment is not a cure, it is likely to bring rapid relief and should soon be available throughout the world. Reader service 17



Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.



The Flofoil process, which can remove drops of oil down to one micron in size.

Pipe protection survey – information wanted

The Paint Research Association is now working with BHRA Fluid Engineering on the survey of pipe protection techniques.

The survey is being financed by users and manufacturers who are participating either as major sponsors or contributors. The major sponsors are drawn chiefly from large companies, and include a number of firms from Europe. Manufacturers taking part are being asked to supply specifications, and give details of product ranges and suitable operating conditions for individual protective materials. Users are providing information about the different classes of pipe protection and the most effective methods for their particular application. Five main categories of industry are being highlighted.

BHRA would welcome further information from interested consultants, contractors, pipe manufacturers, coaters, liners, and users who would be willing to fill in a questionnaire. Those assisting in this section of the survey by providing details would be entitled to a summary report of the main conclusions, subject to the agreement of the major sponsors, and would be able to buy the full report before it is made generally available.

Companies and organisations willing to complete the questionnaire are invited to write to Dr P. J. Baker, BHRA Fluid Engineering, Cranfield, Bedford MK43 0AJ, tel. Bedford 750422.

Reader service 20

Controlling corrosion

Methods of controlling corrosion and the advisory services available to industry in solving its corrosion problems are described in two free booklets made available by the Department of Industry.

Corrosion is costing this country an estimated £2,000 million a year, about a third of which could be saved by wide application of well-established corrosion-control techniques.

The first booklet in the series describes the basic processes which give rise to corrosion and the methods available for its control. Some of the main advisory centres in the United Kingdom which offer guidance and help to industry in solving its corrosion problems are listed in the second booklet. It also includes information on the the facilities available at each centre.

These booklets 'Controlling Corrosion: 1 Methods' and 'Controlling Corrosion: 2 Advisory Services' are available from: The Secretary, Committee on Corrosion, Department of Industry, Room 540, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5996.

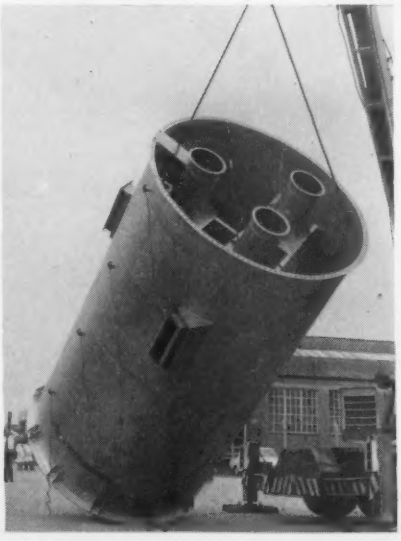
Further booklets in this series will include 'Economics', 'Standards and Specifications' and 'Case Studies on Corrosion'.

Reader service 21

Clean air chimney

This new steel chimney at Gillette Industries is designed to reduce pollution from the oil-fired plant. Set in the base of the multi-flue chimney are three cyclones which trap all the smut that would otherwise have been emitted. Described as a gas solids collector, the new chimney is being marketed by F. E. Beaumont Ltd.

Reader service 22



Separating oil and water

ICI Pollution Control Systems at Hyde have developed a single-system process for separating oil and water, which is designed to reduce concentrations of oil in water by more than 99 per cent, treating high volumes of effluent at low running costs.

By using the different forms of porous media developed so far, progressively smaller sizes of oil droplet can be removed.

During the process, known as 'Flofoil', the oil and water mixture is passed through a porous coalescing medium with special surface properties.

Reader service 23

Transparent silica

'Spectrosil', a synthetic vitreous silica developed by Thermal Syndicate Ltd of Newcastle upon Tyne. It is so free from impurities that looking through a tube 1,000mm long is like looking through clear air.

Reader service 24

Monitoring equipment for the North Sea

Advanced telemetry control and monitoring equipment has completed its commissioning trials in the North Sea, and is now helping Mobil to bring in oil supplies on the offshore production platform Beryl A.

ML Engineering (Plymouth) Ltd has supplied and installed equipment which uses UHF radio links to transmit controls and monitoring activities over a distance of 2km, and also provides a speech link between the tanker bow control room and the control room of the 300,000 ton Condeep production platform. Currently, 34 indications are transmitted over the system from the unmanned single point tanker mooring which the equipment operates by remote control.

The initial contract, worth £60,000, has since been extended by Mobil North Sea Ltd to include equipment for a second tanker system for the Beryl field. Fault detection on the single point tanker mooring is another important role for the equipment and in the event of any problem such as a fire, generator fault, or drop in hydraulic pressure a series of alarms automatically alert the rig personnel.

Reader service 25

Parliament

Monday, 24 January

Assistance for small firms

Robert Adley (Christchurch and Lymington) asked what action had been taken by the Secretary of State for Industry, over the last three months, to assist small businesses.

Mr Cryer replied: 'In the course of the last three months, the government has announced changes in, and additions to most of the sectoral schemes currently in operation under section 8 of the Industry Act 1972. They now contain special provisions for assistance to small firms towards the costs of consultancy studies. Both the Red Meat Slaughtering Industry Scheme (announced on 9 November 1976) and the Wool Textile Industry (Phase II) Scheme (announced on 29 November 1976) contain such provisions. In addition, under the Red Meat Slaughtering Industry Scheme assistance is available to small companies towards rationalisation projects.

'Modifications to the Clothing Industry Scheme which were announced on 7 December 1976 included a reduction in the minimum size for investment projects from £30,000 to £10,000 and removal of the £5,000 limit on consultancy assistance.

'A pilot counselling scheme for small firms was also inaugurated in the South West Region, which, subject to our experience, we will extend in due course to the rest of the country. In addition, the Small Firms Information Service has been extended by the opening of a new sub-centre in Liverpool to serve small businesses in the area.'

Clothing industry scheme

Kenneth Clarke (Rushcliffe) asked: 'How many applications for financial assistance under the clothing industry scheme were received by the original closing date of 31 December 1976; how many were granted; and at what total cost?'

Mr Williams told him that 206 applications for assistance under the clothing industry scheme had been received by 31 December 1976. Ninety-three of these applications had been approved and assistance of £827,300 offered. Forty-one applications had been rejected or withdrawn, and 72 applications were still under consideration.

Mr Clarke also wanted to know the proportion of expenditure so far authorised under the clothing industry scheme in the form of consultancy aid.

Mr Williams said: 'As at 31 December 1976, £120,700 had been offered under the clothing scheme for consultancy projects, about 15 per cent of the total assistance offered.'

Motor industry

Hal Miller (Bromsgrove and Redditch) asked what pressure the Secretary of State for Industry put on international motor manufacturers to increase their model build in this country.

Mr Cryer answered: 'My department is in close and continuing contact with the international motor manufacturers and is exploring with the industry ways of improving the industry's efficiency. This is the best way to ensure maximum car production in this country. As an example of the progress being made I am pleased to say that under the reorganisation of production facilities at Chrysler, the Alpine car, which was formerly built in France, is now also being assembled at Ryton, and during this year its UK content should reach over 50 per cent.'

Industrial production in Wales

Wyn Roberts (Conway) asked 'What steps are being taken to raise the level of industrial production in Wales above the year of the three-day week?'

Mr Cryer answered: 'The government are developing a comprehensive medium-term programme to restore the economy to balance with high levels of output and employment and a vigorous and expanding industry in all parts of the UK. An increase of 5½ per cent in manufacturing output is expected during 1977, and Wales should participate in this.'

Steel scrap

Stan Crowther (Rotherham) asked about steps being taken to ensure adequate supplies of scrap to meet the needs of the steel industry; about proposed consultations with the BSC, the Independent Steel Producers' Association and the scrap industry on this subject; and whether quotas under the licensing system for the export of scrap to non-EEC countries would be reduced if necessary.

Mr Huckfield answered: 'The procurement of ferrous scrap is primarily a commercial matter for the consuming industries. But my department regularly consults the BSC, the British Independent Steel Producers Association and the British Scrap Federation about supplies. I recently discussed with the federation quotas for the exports of scrap to non-community countries. My rt hon friend is always prepared, in consultation with our community partners, to reduce these quotas should this become necessary. They were in fact reduced for the second and third quarters of 1976. We are encouraging the maximum recycling of ferrous waste and my department is willing to give financial assistance towards the construction in the private sector of a plant producing directly-reduced iron as a substitute for scrap. This would be in addition to the plant being built at Hunterston by the British Steel Corporation.'

Steel production

Frank Hooley (Sheffield, Heeley) asked 'What system of production quotas in 1977 will be imposed on: (a) the British Steel Corporation and (b) British independent steel producers, by the European coal and steel authority: and how will these affect the production of special steels in the Sheffield area?'

Mr Huckfield said: 'In order to mitigate the effects of recession in the steel industry, the commission has invited steel firms, including the British Steel Corporation and seven independent British producers, to give voluntary undertakings to limit their deliveries within the common market of certain major product groups. We have made clear to the commission that, while common action to counter the recession is welcome, it is essential to avoid adverse effects on production and employment in the UK. I have been in touch with the corporation and the British Independent Steel Producers' Association to ensure this. The products do not include special steels.'

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Info-Line

Norman Tebbit (Waltham Forest, Chingford) asked how much public money is involved in the departmental commitment to sponsor Info-Line Ltd.

Mr Huckfield answered that the Department of Industry had agreed to make available to Info-Line Ltd loans of up to £200,000.

National Enterprise Board

Michael Grylls (North West Surrey) asked for information on the size of the commencing capital debt of the NEB, the size of its public dividend capital and the loan capital structure.

'The size of the NEB's capital debt has not yet been notified to it,' said Mr Huckfield. '£53,972,851 of public dividend capital has been issued to the NEB. The NEB has no loan capital structure.'

Foreign car imports

Doug Hoyle (Nelson and Colne) asked if the Secretary of State for Trade would restrict foreign car imports now that they have reached 46 per cent of car sales in December 1976.

Mr Meacher answered: 'Following inter-industry discussions in July last year, the Japanese industry forecast that there would be no conspicuous change in their share of the British market, which has remained at around 9 to 9½ per cent in the last two years. I understand that the two industries are meeting again at the end of this month. In considering imports from other sources we have to bear in mind among other things that we have a very large export trade in cars and that, as regards both the EEC and Efta countries, we have a considerable surplus in trade with both groups in commercial vehicles and car parts which substantially reduces the deficit on cars themselves.'

Performance bonds

Michael Ward (Peterborough) asked about the loss of potential export orders to firms in the UK owing to their inability to finance performance bonds; and whether special assistance would be considered to such firms similar to the facilities available to exporters in Germany, Japan and the United States of America.

Mr Meacher answered: 'I do not believe that worthwhile export orders are being lost to firms in the United Kingdom because of their inability to finance performance bonds. Since February 1975 the Export Credits Guarantee Department has provided a scheme to support firms in the provision of such bonds. Inquiries as to the support available to exporters in other countries, including Germany, Japan and the United States of America have shown that this scheme is at least equal to that provided by any of them.'

Export of steel

Mr Hooley asked for information on the surplus or deficit by volume of the export of steel from the UK in 1976 comparable with imports; and on the surplus or deficit in cash terms arising from the export of steel in 1976 as compared with imports; and how the figure compares with 1974 and 1975.

Mr Meacher gave the following figures:

	Balance in thousand metric tons	Crude balance by value (ie exports valued fob minus imports valued cif) in £ million
1974	−662	−143
1975	−725	−115
1976	−575	−95

Visible trade gap

John Moore (Croydon Central) asked what percentage of exports from the United Kingdom the visible trade gap represented in each of the past 25 years, including years when the trade gap was negative.

Mr Meacher gave these figures:

UK VISIBLE TRADE BALANCE AS PERCENTAGE OF INVISIBLE EXPORTS

1952	−10.1
1953	−9.1
1954	−7.3
1955	−10.2
1956	+1.6
1957	−0.8
1958	+0.9
1959	−3.3
1960	−10.7
1961	−3.6
1962	−2.5
1963	−1.9
1964	−11.1
1965	−4.6
1966	−1.3
1967	−10.8
1968	−10.6
1969	−2.2
1970	−0.3
1971	+3.2
1972	−7.7
1973	−19.8
1974	−32.8
1975	−17.1
1976	−14.8

Note:
Minus signs indicate a visible trade deficit; plus signs indicate a surplus.

Mr Moore asked what percentage of the gross domestic product the visible trade gap represented in each of the past 25 years, including the years when the trade gap was negative; and, from international sources, what the analogous figures were for the USA and West Germany.

Mr Meacher gave the following figures:

VISIBLE TRADE BALANCE AS PERCENTAGE OF GROSS DOMESTIC PRODUCT AT MARKET PRICES

	United Kingdom	United States	West Germany
1952	−1.8	+0.7	+1.3
1953	−1.4	+0.4	+2.4
1954	−1.1	+0.7	+2.5
1955	−1.6	+0.7	+1.6
1956	+0.3	+1.1	+2.5
1957	−0.1	+1.4	+2.9
1958	+0.1	+0.8	+3.1
1959	−0.5	+0.2	+3.1
1960	−1.6	+1.0	+2.7
1961	−0.5	+1.1	+2.9
1962	−0.4	+0.8	+2.0
1963	−0.3	+0.9	+2.6
1964	−1.5	+1.1	+2.6
1965	−0.6	+0.7	+1.3
1966	−0.2	+0.5	+2.6
1967	−1.4	+0.5	+4.5
1968	−1.5	+0.1	+4.4
1969	−0.3	+0.1	+3.6
1970	−0.0	+0.3	+3.3
1971	+0.5	−0.2	+3.1
1972	−1.1	−0.5	+3.2
1973	−3.2	+0.1	+4.3
1974	−6.4	−0.4	+5.7
1975	−3.1	+0.6	+4.0
1976	−3.0 p	n.a.	n.a.

Note:
Minus signs indicate a visible trade deficit; plus signs indicate a surplus.
p = provisional.
n.a. = not available.

Export missions to South Africa

Eldon Griffiths (Bury St Edmunds) asked for the number of export trade missions received by the British commercial attachés at the United Kingdom consulates in Johannesburg, Cape Town and Durban in each of the years 1970 to 1976; and how many such missions expect to go to South Africa in the current year.

Mr Meacher gave the number of officially supported trade missions to South Africa as follows:

1970	12
1971	8
1972	11
1973	17
1974	18
1975	16
1976	17

He continued: 'The BOTB expects to support 19 trade missions to this market in 1977. All BOTB assisted missions are received by the consulate-general in Johannesburg and the itineraries of most missions would also involve contact with the consulates-general at Cape Town and Durban.'

Mr Griffiths asked for a representative list of some of the main trade missions officially sponsored to South Africa over the past five years.

Mr Meacher listed the following organisations:

Luton, Dunstable and District Chamber of Commerce
Bristol Chamber of Commerce, Industry and Shipping
Kent and Sussex Exporters Club
Leeds Chamber of Commerce and Industry
Building Materials Export Group
British Stationery and Office Products Federation
Lighting Industry Federation Ltd
Clothing Export Council of Great Britain
Federation of Sussex Industries
Manchester Chamber of Commerce
British Ceramic Plant and Machinery Manufacturers Association
British Jewellery and Giftware Federation Ltd
Book Development Council
Scottish Council Development and Industry
British Food Export Council
North of England Development Council
British Agricultural Export Council
Nottingham Chamber of Commerce
Northern Ireland Chamber of Commerce and Industry
Bradford Chamber of Commerce
Slough and District Chamber of Commerce and Industry
Scientific Instrument Manufacturers Association of Great Britain
Newham Export Club
Birmingham Chamber of Industry and Commerce
Engineering Industries Association
Wolverhampton Chamber of Commerce
Merseyside and District Chamber of Commerce and Industry
Glasgow Chamber of Commerce
Society of Motor Manufacturers and Traders Ltd
Hydraulic Association of Great Britain
London Chamber of Commerce
PIRA
Dundee and Tayside Chamber of Commerce
Agricultural Engineers Association Ltd
Birmingham Engineering and Building Centre
Leicester and County Chamber of Commerce and Industry
Railway Industry Association of Great Britain
Gauge and Toolmakers Association
City of Westminster Chamber of Commerce
Walsall Chamber of Commerce and Industry
Association of British Mining Equipment Exporters
Development Corporation for Wales
North Staffordshire Chamber of Commerce and Industry

Aircraft noise

Mr Moore referred to 2,556 aircraft that exceeded the permitted noise limit on take-off at Heathrow and asked (a) what action was taken, (b) in what time bands these violations occurred, and (c) what were the reasons given by the airlines concerned.

Mr Clinton Davis replied: 'In all cases the airline concerned is notified of the infringement. In cases where the infringement was in excess of 2 PNdB (1,169 out of the total of 2,556) an explanation is requested from the airline. The infringements are spread throughout the 24 hours, 2,283 occurring between 0700 hours and 2300 hours and 273 between 2300 hours and 0700 hours. Infringements may be caused by a variety of factors, eg excessive take-off weight, piloting error, wind speed and direction, air turbulence, weather conditions, air traffic control requirements. My department maintains a continuous

dialogue with airlines in an effort to eliminate avoidable causes for infringements.'

UK oil refining capacity

Mr T. H. Skeet (Bedford) asked for an estimate of the total oil refining capacity in the UK, additional capacity on order and under construction and the percentage of total capacity currently being utilised.

Dr Dickson Mabon, Minister of State, Department of Energy, said: 'At the end of 1975 gross UK refinery capacity as given in the 1976 *Digest of UK Energy Statistics* was 147.1 million tonnes p.a. Since then an additional 2.1 million tonnes p.a. has been commissioned at Conoco's Killingholme refinery.

'In the 12 months up to the end of November 1976, utilisation of this gross capacity was about 66 per cent. After allowance for reductions in effective capacity due to maintenance and other factors, this probably represented about 78 per cent of net achievable capacity.

'Outline planning permissions are outstanding for up to 26 million tons p.a. of extra refining capacity, but none of this is currently under active construction.'

Tuesday, 25 January

Household accidents

John Cartwright (Greenwich, Woolwich East) asked about steps being taken to reduce the number of poisoning accidents involving household products.

Mr Fraser said: 'I have placed in the library copies of a report which my department published in September 1976, based on a study into child poisoning from household products carried out for it by the Institute for Consumer Ergonomics. As indicated in that report, my department is investigating a number of possible ways of reducing this problem. Action being taken includes consultations about the increased voluntary use of child-resistant closures and improvements in labelling; development of the use of symbols on warning labels; and research into the special problem presented by paint solvents, such as turpentine and turps substitute. There will be continuing publicity about the need to keep all household products out of the reach of children.

'In addition, my department is participating in discussions about a proposed EEC directive on the labelling and packaging of household products.'

Potato imports

Robin Maxwell-Hyslop (Tiverton) asked for figures on the annual tonnage and the sterling value of imports of: new potatoes, main crop potatoes and potato products in the last five years, 1971 to 1976 inclusive, giving estimates where actual figures are not available.

Mr Meacher gave the table below showing imports of potatoes and potato products during the six years 1971 to 1976.

UK investment in EEC countries

John Lee (Birmingham, Handsworth) asked for an estimate of the total investment capital to have left the UK and gone to other common market countries since the date of Great Britain's entry to the EEC.

Mr Dell answered: 'UK investment overseas is generally financed without export of investment capital. However between March 1972 and March 1974 official exchange of up to £1 million per project per year was available to UK companies to finance direct investments in EEC countries. Under this rule, between 1 January 1973 and 31 March 1974, £249 million of official exchange was used to finance direct investments, other than those of oil companies, in the EEC. Since March 1974, the exchange control rules ensure that official exchange is available only to finance the very few projects that promise a rapid and continuing return to the UK balance of payments, which in the main are to increase exports. About £6 million a year for the EEC is authorised under these arrangements. Other than this, exchange control ensures that overseas investment by UK residents is financed by foreign currency borrowing or out of profits that are allowed to be retained which involve no investment capital outflow.'

Devolution and consumer affairs

Dafydd Thomas (Merioneth) asked: 'What effect, if any, it is expected that the government's devolution proposals will have on the administration and financing of the Consumer Advice and Protection Service in Wales?'

Mr Maclennan answered: 'The Scotland and Wales Bill does not provide for the devolution of consumer protection to the Welsh Assembly. The local authorities will remain responsible for its administration, as at present. The Welsh Assembly will become responsible for Rate Support Grant for all local authority services including consumer protection. The devolution proposals will not prevent my department from offering specific grants to Welsh local authorities and other organisations to finance particular consumer protection or advice activities, but there will be no obligation to apply for such grants.'

Unit pricing

Mr Cartwright asked about response to the report of the Price Commission on the differences in unit pricing between large and small packs and what further steps are planned to take to improve the position of purchases of small packs.

Mr Maclennan answered: 'We have received a favourable response from interested parties. The department has held discussions with manufacturers' and distributors' representatives and the main consumer organisations who are considering the suggestions made by the commission, particularly that of increased promotional activity. For our part, local authorities have been asked to extend their price survey arrangements to cover small packs and 69 special surveys on small packs have so far been approved.'

Wednesday, 26 January

Newsprint quotas

Nicholas Winterton (Macclesfield) asked if the Secretary of State for Trade would restrict the 1977 annual duty-free quota for newsprint to 750,000 tonnes.

Mr Meacher answered: 'The United Kingdom's prescribed share of the EEC newsprint duty-free quota for 1977 is 700,000 tonnes. Representatives of the newsprint users and producers have been informed that, to provide necessary flexibility, the government would be prepared, if the quota should prove inadequate, to take steps to increase the quota but only if they were satisfied that home producers' capacity was being reasonably fully taken up.'

Imports of fabric from Turkey

Mr Winterton asked for confirmation that the 313 tons of fabric to be allowed into the UK from Turkey during the next six months under an EEC draft regulation for tariff quotas was approximately 10 times the current annual rate of all fabric imports from Turkey.

Mr Meacher said: 'I can confirm the facts stated by the hon member. I should point out, however, that what is at issue is not a quota in the ordinary sense but a ceiling within which imports will be admitted at a concessionary tariff rate. There are safeguard provisions in the EEC Association Agreement with Turkey which could be invoked should imports from Turkey of this or other products reach levels which cause, or threaten to cause, disruption to the UK industry. At present however Turkey's share of the domestic market for cotton fabric is only 0.03 per cent.'

Wages on merchant ships

Robert Parry (Liverpool, Scotland Exchange) asked for a statement on progress made towards the equalisation of wages of non-British nationals serving on British flag ships.

Mr Clinton Davis replied: 'The working Group on the Employment of Non-Domiciled Seafarers has met five times and has gathered much useful information: it will meet again next week. During February a party of its members will discuss wage discrimination problems on the spot with government, shipowner and trade union representatives in India, Pakistan and Bangladesh, where the majority of these seafarers are recruited. The group is expected to complete its work before the end of the year.'

Aerosol dispensers

Mrs Joyce Butler (Haringey, Wood Green) asked what action the Secretary of State for Prices and Consumer Protection is taking to implement the EEC Directive of 20 May 1975 relating to Aerosol dispensers (No. 75/324/EEC).

Mr Fraser's reply is on page 290 of this issue.

Business Monitor on metal goods

Nicholas Ridley (Cirencester and Tewkesbury) asked: 'What is the cost of sending out form PQ

	New potatoes		Main crop potatoes		Potato products	
	Thousand metric tons	£ million cif	Thousand metric tons	£ million cif	Thousand metric tons	£ million cif
1971	261	14.4	0	0	26	3.9
1972	272	17.3	0	0	24	3.7
1973	226	21.0	4	0.3	24	4.2
1974	229	21.4	2	0.2	22	5.0
1975	188	22.9	181	16.2	22	6.4
1976	257	65.9	372	56.7	78	27.1

399.12 (Miscellaneous Metal Goods) annually; what estimate has been made of the accuracy with which it is filled in ; and what use is made of the information received?'

Mr Huckfield replied: 'The total annual cost is about £57,000, with £15,000 of this directly attributable to the sending out of forms. The credibility of the figures provided by individual respondents is examined at the time of receipt using both manual and computer checks. The very substantial sales of establishments covered by this inquiry (about £1,000 million in 1976) are used in compiling the Indices of Industrial Production for the UK, Scotland and for Wales. The figures of sales for each of the 50 or so products published in the relevant Business Monitor are used by government departments, market analysts and by members of the numerous manufacturing trade associations involved.'

BP refinery at Llandery

Dr Oonagh McDonald (Thurrock) asked how much government aid was received by BP to build and/or improve its oil refinery at Llandavey, South Wales.

Mr Williams said: 'Government assistance for this project has been confined to the payment of Investment and Regional Development Grants. £9.5 million has been provided since August 1967.'

Financial assistance to industry

Michael Marshall (Arundel) asked for a list of the names of all firms which received financial assistance from the Department of Industry during 1976 under the Industry Act 1972 and the Industry Act 1975, repectively.

Mr Williams answered: 'The names of firms which receive selective financial assistance under section 7 of the Industry Act 1972 and under schemes of assistance under section 8 of the same act are published in *Trade and Industry* in accordance with the arrangements announced by my predecessor on 31 July 1974. Copies of *Trade and Industry* are available in the Library of the House. In 1976 assistance was also paid under section 8, but outside the schemes of assistance already mentioned, to four companies, namely Chrysler UK Ltd, Data Recording Company Ltd, Kearney and Trecker Marwin Ltd, Drake and Cubitts Holdings Ltd. No financial assistance has been provided by the department to companies under the Industry Act 1975.'

Michael Grylls (North West Surrey) asked, 'How much assistance has been offered up to 31 December 1976 to smaller projects under the industry scheme and the accelerated projects schemes under section 8 of the Industry Act 1972?'

Mr Williams gave the following information:

ASSISTANCE OFFERED UP TO 31 DECEMBER 1976 TO PROJECTS COSTING UP TO £1 MILLION WAS AS FOLLOWS:

	Project size	Offers	Assistance (£ million)	Project costs (£ million)
Accelerated projects scheme	Up to £1 million (£'000)	31	2.0	22.0
Industry schemes	0-50*	18	0.2	0.7
	51-100	72	1.0	5.3
	101-200	81	2.3	11.5
	201-500	115	7.4	36.0
	500-1,000	51	7.0	35.4
Totals		337	17.9	88.9

* In addition assistance of £121,000 was offered towards 64 consultancy assignments whose total cost was £281,000.

Thursday, 27 January

Info-Line Ltd

Mr Tebbit asked 'Why has the Secretary of State for Industry agreed to make available a loan of £200,000 to Info-Line Limited on terms which it is not in the public interest to reveal?'

Mr Huckfield answered: 'The Department of Industry is providing a loan to Info-Line Ltd so that UK industry and research organisations will be able to obtain easy and rapid access to a wide range of data-bases in science and technology. The preservation of commercial confidentiality in this matter is in the public interest.'

Courtaulds

George Rodgers (Chorley) asked for a list of the loans made available from public funds for the Courtaulds development at Skelmersdale.

Mr Williams answered: 'With the consent of Courtaulds, I am able to tell you that the company received a loan totalling £1,500,000 in respect of the Skelmersdale weaving factory. The loan which was taken up in 1970 carried an interest rate of 8 per cent chargeable with effect from three years after the date on which the loan was received. The loan and accrued interest have been repaid in full.'

Mr Rodgers also asked about the amount of money provided from public funds in the form of grants to the Courtaulds development at Skelmersdale and how much has been recovered in view of the closure of the factory.

'Since 1968, Courtaulds have received from public funds grants totalling £3.8 million in respect of the Skelmersdale weaving project,' said Mr Williams. 'The amount to be repaid as a result of the closure is still to be determined in the light of the eventual use of the assets. These figures should be seen in the context of the total amount of cash absorbed by the project in fixed assets, working capital and cash losses amounting to £19.8 million of which about £13.5 million was provided by Courtaulds without taking into account reclaimed grants or a repayable loan of £1,500,000.'

Mr Rodgers asked if a decision had been made on the prosposed inquiry into the closure of the factory.

'It has not so far been possible to find a basis for an inquiry acceptable to both sides,' said Mr Williams.

EEC proposals on electric plugs

Mr Adley asked for a statement about the EEC recommendations on domestic electric plugs; and for an assurance that any attempt to impose the replacement of three-prong square-pinned earthed plugs with the two-prong round-pinned non-earthed variety would be resisted.

Mr Fraser replied: 'The Commission of the European Communities has not yet put forward any proposals relating to domestic electric plugs. The UK is fully participating in discussions on this subject both in the international standards bodies and in the community. There is no proposal to replace the present three-prong square-pinned earthed plugs with two-prong round-pinned non-earthed plugs.'

Food subsidies

'What is the current cost per annum to public funds of food subsidies?' asked Giles Shaw (Pudsey).

'The estimated annual cost of food subsidies, at current rates, is £190 million,' replied Mr Maclennan.

Neil Marten (Banbury) asked for a table showing the rise in the cost of the main sub-groups of food items in the Retail Food Index between December 1972 and December 1976 if subsidies were excluded.

Mr Maclennan gave the information below showing the percentage increase in the main sub-groups of the Food Index between December 1972 and October 1976, excluding the effects of subsidies. October 1976 is the latest month for which this detailed information is available.

	Percentage increase between December 1972 and October 1976
Bread, flour, cereals, biscuits and cakes	108[1]
Meat and bacon	101
Fish	113
Butter, margarine, lard and other cooking fats	133[1]
Milk, cheese and eggs	111[1]
Tea, coffee, cocoa, soft drinks, etc	79
Sugar, preserves and confectionery	118
Vegetables, fresh, canned and frozen	207
Fruit, fresh, dried and canned	80
Other food	84
Food index	113

[1] Only these three sub-groups include subsidised foods.

Department of Prices and Consumer Protection

Mr Shaw wanted to know the total area of office space occupied by the DPCP headquarters in Victoria Street, and for the total current wages and salaries bill for staff employed by the department.

Mr Maclennan said that the DPCP occupied approximately 2,400m² at Victoria Street and paid about £1,270,000 a year in wages and salaries.

National Consumer Council

Mr Shaw asked 'What was the cost to public funds of the National Consumer Council during 1976?'

'£444,750,' said Mr Fraser.

Metrication Board

Mr Giles Shaw (Pudsey) asked for the number of people employed by the Metrication Board and for the board's cost to public funds during 1976.

Mr Fraser answered that the total staff of the Metrication Board is 58, made up of the following civil service categories:

Administration Group	28
Professional and Technology Group	1
Information Officers (from the Departmental Specialist and Technical Grades)	10
Secretarial	9
Office Support Grades	10

Referring to the cost of to public funds, Mr Fraser said that the final figure, which would be included in the board's annual report, was not yet available, but in December the estimated cost was £1,035,000 (including £600,000 on information).

Monopolies and Mergers Commission

Mr Shaw (Pudsey) asked for the number of staff employed by the Monopolies and Mergers Commission; the current annual wages and salaries bill, and the cost to public funds during 1976.

Mr Maclennan said that 83 staff were employed on 1 January 1977, of whom six were part time. The wages and salaries bill in the current financial year was estimated to be £520,000, including approximately £75,000 for members of the commission.

The cost to public funds was £612,000, excluding support services provided by other departments, up to the end of November.

Office of Fair Trading

Mr Shaw asked: 'How many staff are employed in the Office of Fair Trading; and what is the current annual wages and salaries bill?'

'There were 319 staff in post on 1 January 1977; the cost for the current financial year is expected to be about £1.5 million,' said Mr Fraser.

Price Commission

'What was the cost to public funds of the Price Commission during 1976?' asked Mr Shaw.

'This information is not available for the calendar year 1976 but for the financial year 1976-77 the latest estimate of the cost of the Price Commission to public funds is £6.6 million,' said Mr Maclennan.

Friday, 28 January

Food subsidies

Mr Winterton (Macclesfield) asked for details of the total expenditure on food subsidies, by food product, for the calendar years 1975 and 1976, showing the proportions of the expenditure borne by the Fonds Européens d'Orientation et de Garantie Agricole; and which subsidies were initiated by HM Government and which by the European community.

Mr Maclennan answered that total expenditure on the general food subsidy programme had been as follows:

£ million

	1975	1976
Bread	83.1	57.9
Butter	108.1 (of which 18% borne by FEOGA)	80.2 (of which 16% borne by FEOGA)
Cheese	63.8	45.3
Flour	7.8	7.6
Milk	359.2	228.9
Tea	29.8	24.1
Total	651.8	444.0

'All the subsidies were introduced on the initiative of HM Government; the subsidy on butter however was paid under EEC regulations,' he said.

Organising Committee for British Shipbuilders

Questions about the composition of the Organising Committee for British Shipbuilders were asked by Mr Grylls.

Mr Kaufman said: 'The members and part-time members of the Organising Committee for British Shipbuilders are Admiral Sir Anthony Griffin (chairman), Mr Kenneth Griffin (deputy chairman), Mr Ross Belch, Mr John Chalmers, Mr Les Gregory (part-time members). In addition, Mr Peter Mills, Mr Anthony Peers and Mr Patrick Griffith who have announced that they have decided not to continue with the Organising Committee on a long-term basis, have agreed to remain for varying periods into the early and late spring. There is no required number of members of the committee.'

Govan Shipbuilders

Mr Moore asked: 'What has been the total amount of money advanced to Upper Clyde since government aid commenced, to the latest possible date; what has been the increase in productivity during the same period; how many employees there were at the time assistance commenced; and what is the total workforce employed to the latest date?'

Mr Kaufman said: '£5 million for share capital in Govan Shipbuilders Ltd was subscribed by the then government when the company was formed in 1972. Since then loans and grants totalling £39,822,000 have been provided, £5 million of which has been converted into share capital. The total labour content of Govan's standard bulk carrier at the time the company was formed was 850,000 manhours. The most recently delivered bulk carrier of similar design used 600,000 manhours. On formation the company employed 4,602. At that time, owing to shortage of orders, its capacity was not fully utilised. At the end of 1976 it employed 5,771.'

ECGD

Peter Viggers (Gosport) asked for an estimate of the total amount of commitments to be entered into by the Export Credits Guarantee Department from January 1977 to November 1977 giving: (a) the total estimated commitment, (b) the commitments entered into in pursuance of commercial transactions and (c) the commitments entered into in pursuance of transactions authorised in the national interest.

'It is very difficult to estimate with precision the future level of ECGD's commitments, not least since in past years the growth of commitments has been irregular,' said Mr Meacher. 'However, approximate estimates for (a) ECGD's total commitments, (b) commitments under section 1 – commercial transactions – and (c) commitments under section 2 – national interest transactions – of the Export Guarantees Act 1975 at the end of November 1977 as compared with the position at the end of December 1976 are:

£ million

	(a) Total	(b) Section 1	(c) Section 2
Estimated commitments at end November 1977	23,050	13,650	6,550
Commitments at 31 December 1976	17,142	10,327	4,785

'The figures of total commitments include commitments other than those under sections 1 and 2 of the Export Guarantees Act 1975. In addition, it is particularly difficult to forecast the impact on these figures of ECGD's foreign currency commitments being taken under a separate SDR limit.'

Mr Viggers asked for the total amount of current commitments through ECGD in pursuance of commercial transactions in circumstances which would have caused them to fall within section 1 of the Export Guarantees Act 1968 or section 1 of the Export Credit Amendment Act 1975.

'As at 31 December 1976 ECGD's commitments under section 1 of the Export Guarantees Act 1975 amounted to £10,327 million,' said Mr Meacher. 'This figure had risen to approximately £10,600 million on 27 January 1977.'

'What is the total amount of current commitments entered into by ECGD in pursuance of transactions authorised in the national interest such that they would have fallen under section 2 of the Export Guarantees Act 1968 or section 1 of the Export Guarantees Amendment Act 1975 under the category of transactions authorised in the national interest?' asked Mr Viggers.

Mr Meacher said that as at 31 December 1976 ECGD's commitments under section 2 of the Export Guarantees Act 1975 amounted to £4,785 million. This figure had risen to approximately £4,900 million on 27 January 1977.

Mr Viggers asked for a list showing from January 1975 to January 1977 the total amount of commitments by ECGD: (a) entered into in pursuance of commercial transactions and (b) entered into in pursuance of transactions authorised in the national interest.

Mr Meacher gave the monthly growth of commitments under guarantees given by ECGD under (a) section 1 – commercial transactions – and (b) section 2 – national interest transactions – of the Export Guarantees Act 1975 as:

£ million

1975	(a) Sec 1	(b) Sec 2
January	5,986	2,612
February	6,099	2,619
March	6,211	2,623
April	6,362	2,625
May	6,611	2,626
June	6,810	2,629
July	6,981	2,656
August	7,157	2,683
September	7,343	2,716
October	7,387	2,787
November	7,438	2,855
December	7,493	2,960
1976		
January	7,897	3,111
February	8,231	3,303
March	8,534	3,461
April	8,743	3,554
May	8,956	3,693
June	9,246	3,709
July	9,437	3,731
August	9,649	3,762
September	9,875	3,778
October	9,984	4,057
November	10,105	4,396
December	10,327	4,785

January 1977 figures are not, of course, yet available but at 27 January 1977 they had risen to approximately £10,600 million (section 1) and £4,900 million (section 2).

Imports of flat glass

Leslie Spriggs (St Helens) asked: 'What was the quantity of flat glass imported in each of the last five years?'

Mr Meacher gave the following information:

	Thousand metric tons
1972	80
1973	75
1974	75
1975	92
1976	129

In the twelve months ending June 1976 the value of these imports was £15 million which compared with sales by UK manufacturers of £88 million.

Publications

Accountancy: world survey

A Survey in 46 Countries: accounting principles and reporting practices. Price Waterhouse International. (367 pages. Published by the Institute of Chartered Accountants in England and Wales, Publications Department, PO Box 433, Chartered Accountants Hall, Moorgate Place, London EC2P 2BJ. 2nd edition 1976. £5.95. ISBN 0 85291 159 9.) In September, 1973, the first edition of this survey was published under the title *Survey of Accounting Principles and Reporting Practices in 38 Countries*. Since that time there have been significant developments in this field. In many countries new legislation has been introduced which bears on the content and form of financial statements. Furthermore, many national accountancy organisations have continued to set standards and to issue new recommendations. The International Accounting Standards Committee has produced exposure drafts on a number of topics and has published two definitive standards. Accounting principles and reporting practices are thus continually evolving. The main objective of this current activity is the move towards a greater degree of international harmonisation than exists at present. One of the main purposes of this survey, apart from recognising changes which have occurred since the first edition, is to foster a better understanding of accounting principles and practice, as this is the basis on which greater harmonisation can be developed. This second edition, the text of which is in English, French, German and Spanish, follows the pattern established by the first and sets out to illustrate the degree of conformity with each principle and practice followed by both the business community and the accounting profession in each country. In many cases there is a lack of publicly available information from which the degree of conformity can be established: the responses presented here represent the best assessment that can be made by the Price Waterhouse offices in these countries. The survey, which consists of 263 principles and practices, is presented in tabular form. At the head of each table the particular practice or principle is given in English. Notes on the heading are presented below, in the four languages already mentioned, and the tables themselves consist of the 46 countries, listed in alphabetical order, alongside of which is a matrix giving the degree of response for each country. These main tables are preceded by a table of contents, in which each of the 263 tabulated items is defined, again in all four languages. The numbering of the table of contents is concomittant with that of the tables, thus providing a key to the text as a whole. The volume concludes with a short subject index. A glossary has been excluded from this second edition in view of the publication of both the Accountants International Study Group's (AISG) *Comparative Glossary of Accounting Terms in Canada, the United Kingdom and the United States*, and the Union Europeene des Experts Comptables Economiques et Financiers (UEC) *Lexique*.

Multinationals: their control and development

Controlling Multinational Enterprises: problems, strategies, counter-strategies. Edited by Karl P. Sauvant and Farid G. Lavipour. (335 pages. Wilton House Publications, 16 Regency Street, London, SW1. 1976. £12.50. ISBN 0 904655 21 0.) Although multinational enterprises (MNEs) are not a particularly recent phenomenon, it is only since the 1950s that international production has become a major factor, possibly the major factor, in international economic activity. Today, the volume of total international production probably surpasses in importance the volume of exports as a means of delivering goods to foreign markets. Two factors in particular are responsible for this development: technological advances in global communication and transportation which have facilitated transnational management, together with support rendered by the major market economies to the transnational flow of capital, entrepreneurship, and managerial and technological know-how. After the initial welcome given by the host countries to the MNEs development, recent years have witnessed a reaction on their part which has sometimes expressed itself in the fear that the internationalisation of production may give rise to undesirable economic, social and political consequences at the national level. Consequently, the activities of the multinationals have become the subject of concern, discussion and action in many fields: international organisations, academia, governments, trade unions, and the business community itself. This collection of papers focuses on the efforts involved in formulating and implementing policies designed to make the multinationals more accountable for their activities, including those policies intended to influence, if not actually direct, their behaviour in the interest of the public, as opposed to the corporate good. The volume is divided into three main parts, each containing several papers built around a common theme. Part one discusses the major international dimensions of the MNEs and also explores the extent to which they contribute to the international economic system, especially in relation to developing countries. This first part also attempts to correlate the factors leading to multinational expansion, with particular emphasis on international banking and advertising and the diffusion of business culture. The final topic examined in this first group of papers is an assessment of the expansion of MNEs into centrally planned economies. Part two deals with some of the more important elements which operate as constraining factors in the formulation and implementation of policies designed as counterstrategies towards multinational activities. In this connection, two of the three papers in part two deal with national problems in Guyana and Nigeria respectively. Finally, in part three, a review is undertaken of specific counterstrategies, both contemplated and initiated. Primarily, part three highlights the problems faced by governments at the national, regional, and international level: it also includes a discussion of those difficulties encountered by producers' associations. Each of the three parts of this publication has an introductory essay, the purpose of which is to present the major issues under consideration as well as to integrate the individual papers into an overall framework. All of the contributions are fully documented and include extensive notes on sources and references to further reading. The papers themselves are followed by four features, which considerably enhance the value of the book. First comes a statistical appendix consisting of twenty-eight tables, each of which carries full notes on sources and methodology. This is followed by a bibliography containing over 900 items, drawn from a wide variety of sources and including many foreign language publications. Finally, the volume concludes with a subject and name index, respectively. Overall, this is a useful contribution, well organised and extensively documented, to the current, intensifying debate on the powers, limits and consequences of the recent upsurge in multinational influence and activities.

Industry: sector studies

The measurement of industrial and commercial performance is a complex and time consuming task; however, exact and continual monitoring activities are essential to many in government, industry and commerce. Many sources of information exist in which economic and other indicators provide the user with some of the required data. Most of this information, however, is widely scattered and much of it is compiled according to differing criteria. *ICC Business Ratio Reports*, three of which are noted below help with these problems. They are

all available from ICC Business Ratios, 81 City Road, London EC1Y 1BD: The first of these recent studies is **Foreign Vehicle Distributors**. (68 pages. ICC Business Ratios. 1976. £36.00.) This, as is the case with the other two described, is an industry sector analysis. This is a method of describing the relationships between sets of financial data whereby this ratio format allows standardised comparisons to be made between companies of disparate size. The ratios selected are those which illustrate broad aspects of financial and managerial performance. The data is presented in tabular form and each table contains two sets of figures for three years together with the resulting ratios – also for three years. The data is ranked according to the latest year's ratios and it also includes totals and averages for the samples selected. Growth rates are also shown, at an average annual rate of growth for sales, assets, capital employed, etc. This information, when assessed together with the other tables enables comparisons to be made between performance ratios and growth indicators. All tables are ranked for ease of identification and comparison of individual company performance: all this facilitates, therefore, comparisons between individual companies, selected groups of companies and the average performance of companies in each report. *Foreign Vehicle Distributors* compares the performance of thirty-five of the leading concessionaires and distributors of foreign vehicles over a three year period ending October 1975. Also included is a supplement which contains the most recent information available. The report compares the performance of passenger car distributors, motor cycle distributors and goods vehicle distributors. The next report, **Frozen Foods**. ICC Business Ratios. (70 pages. Available from ICC Business Ratios. 1977. £36.00.) analyses and compares the performance of the leading companies in the industry for three years ending in January 1976. Its format is identical both to the above mentioned publication and to the third item in this series, **Car Dealers**. ICC Business Ratios. (78 pages. Available from ICC Business Ratios. 1977. £36.00.). This surveys, compares and contrasts sixty of the leading companies in this field over a three year period ending in April 1976. In addition to the contents description already given, all of these reports contain an introductory section, a detailed contents list which enumerates the tables' contents, a guide to definitions – including growth rate formulae, and a sector analysis commentary, which highlights pertinent points derived from the body of the report. Each volume also incorporates a matrix based on the particular sectors concerned, together with sector graphs from which the general trends of the industrial performances can be deduced at a glance. This series performs a most useful function by its concise and up to date, systematic and lucid exposition of information which would otherwise require much research.

Government sales

Ministry of Defence
Sales by auction

9 February 1977

Location
The Garrison Theatre, Tidworth, Hants

Auctioneers
Richard Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292-4211)

12 February 1977

Location
Ordnance Support Unit RAOC, Leyburn Road, Catterick Camp, near Richmond, North Yorkshire

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532-450898)

19 February 1977

Location
RAF St Athan, Barry, Gwent CF6 9WA

Auctioneers
Russell Baldwin and Bright (Dept L), 19/21 King Street, Hereford HR4 9DB (tel. 0432-55441)

The above three sales each compromise approximately 600 lots of household furniture and effects which will be sold as single items or in small quantities for the benefit of personal buyers.

16 February 1977 – Miscellaneous stores

Location
Post House Hotel, Herbert Walker Avenue, Southampton SO1 0HJ

Auctioneers
Richard Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292-4211)

The lots are lying at various depots in Hampshire and include MT spares, tyres, trailers, jerrycans, hand and machine tools, furniture, clothing and textiles. Electrical, photographic and optical goods and many other interesting items.

23 February 1977 – Miscellaneous stores

Location
The Bristol Esso Hotel, Filton Road, Hambrook, Bristol

Auctioneers
Russell Baldwin and Bright (Dept L), 19/21 King Street, Hereford HR4 9DB (tel. 0432-55441)

The lots on offer include nine vehicles, six cabins, machine tools, radio receivers, jacks, tyres, tackle blocks, theodolites, oscilloscopes. Aircraft, MT and electrical spares, 2,700 watches. Household and office furniture. Service clothing and textiles including 12,700 blankets and many other interesting items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

Government Publications in the North

from

Her Majesty's Stationery Office, Brazennose Street, Manchester M60 8AS

European community news

Price-fixing is opportunity to consider CAP workings – Silkin

Britain aims to achieve a common price-fixing for community agricultural products for 1977 which will clearly be an improvement in the working of the common agricultural policy. John Silkin, Minister of Agriculture, Fisheries and Food, made the announcement at an informal meeting of agricultural ministers in Berlin on 28 January.

He said that during the UK's presidency of the council he also wanted to launch, in the early summer, a review of objectives on agricultural structure, to make progress on harmonisation where it benefitted trade and the consumer, and to resolve the problems in the fisheries sector.

The 1977 price-fixing was an important opportunity to consider how the workings of the CAP should be improved in the interests of all, Mr Silkin continued. 'Of course, we must be concerned to safeguard an adequate supply of food for the years ahead. That calls for investment and a stable support policy.

Pointing out that the existence of structural surpluses of food was not defensible, he added, 'we must aim to set 1977/78 farm prices in a way which removes these surpluses.'

'While the common price-fixing will be my major concern as your chairman in the first half of 1977', Mr Silkin continued, 'I am anxious also that we should give attention immediately after the price fixing to the review of the structural directives for which the legislation provides. I believe that it would be valuable to extend this review quite widely into our longer term objectives for structural policy'.

He said that while he had been conscious that, although some of the existing measures were valuable, there was a feeling in some countries that 'we may not have clearly defined where we are going. If so, we may not be spending our limited resources as wisely as we could'.

In the harmonisation of legislation and standards the UK presidency would seek to press forward with those measures, for example on food labelling, which would benefit consumers and the flow of trade. 'Like Mr Gundelach, however, we think that the community will lose more than it can gain from harmonisation solely for harmonisation's sake,' he added.

'Finally, we shall be trying, in association with our colleagues in the foreign affairs council, to develop arrangements for fisheries which accord with the new situation brought about by the decisions of the community and a number of third country coastal states to extend fishing limits to 200 miles. Measures of control and management of fish resources and arrangements for enforcing them will in particular closely concern this council,' Mr Silkin concluded.

Brussels is first stop for US Vice President

Making his first stop during his European tour, Vice President Walter Mondale of the United States (left), met EEC commission president Roy Jenkins in Brussels on 24 January.

UK hopes to eliminate motor vehicle technical barriers

During the UK presidency of the council, this country hopes to contribute to the introduction by the community of the world's first fully international regime for eliminating technical barriers to trade in motor vehicles. Speaking to the European parliament committee on regional policy, regional planning and transport on 24 January, William Rodgers, Secretary of State for Transport explained, 'First we must see whether we can harmonise safety and environmental standards for the heavier commercial road vehicles.' But, he said, 'While recognising the economic advantages of common standards, we have also to be satisfied that the particular standards specified are acceptable from other standpoints.

'Second, we must see what we can do to round off a package of harmonised standards for motor cars – our contries have been working hard for some 20 years to achieve the international harmonisation of technical requirements.'

It was to the great credit of the European community of the Six, he said, that in 1970 they had provided for a community regime for the approval of whole vehicle models and not merely of vehicle components. This mammoth piece of international co-operation was now nearing completion. In January the council had transmitted to the parliament the last of the commission's proposals for separate component directives together with proposals for improving the framework directive governing the whole vehicle type approval regime.

'I hope,' said Mr Rodgers, 'that the council of ministers will be able to adopt the remaining instruments necessary to bring the community regime into practical operations in the near future.'

Turning to shipping, Mr Rodgers said that the UK hoped during her presidency to carry forward the active discussion of shipping matters which was an important feature of the previous presidency. 'Our first task will be to finalise and secure formal approval for the decision establishing a consultation procedure within the council on relations between member states and third countries, on which ministers agreed in principle last November.'

As the first formal decision to be taken in the field of maritime policy, it gained some special significance, he said, and should enable member states to draw closer together in other international organisations dealing with maritime matters, and generally in their dealings with the rest of the world.

The UK also hoped to see progress in the discussion of other outstanding issues of maritime policy before the council, but it would be wrong, Mr Rodgers said, to pretend that progress was likely to be quick or easy. 'Shipping is still a relatively new subject for consideration within the community, and there are important divergences between member states "traditions and interests".'

Further wide-ranging debate was needed, in order to identify the role that might best be played by community action in promoting the health and prosperity of EEC shipping industries.

In addition to tackling these important issues, he said that he hoped the council, would also find time to look rather more widely at the problems facing the com-

munity and he hoped that the parliamentary committee would be prepared to do the same.

He concluded, 'This I consider our greatest task: to look at transport in the broad and as far ahead as possible and to create the framework within which it can best develop to meet the needs of the community internally as a common market and externally as an economic power in the world.'

Commission proposes to revise duty-free allowances

An increase in duty-free allowances on articles carried by intra-community travellers has been proposed by the EEC commission.

A new draft directive proposes to increase the exemption limits from turnover tax and excise duty laid down in 1972 from 3 to 5 litres for still wine and from 125 to 200 units of account for other goods.

In order to maintain the real value of the other goods allowance in the various community currencies, the commission also proposes to review annually both the amount of the allowance and the currency conversion factor for units of account.

No agreement yet on draft VAT directive

Although substantial progress has been made, EEC ministers have not yet reached final agreement on the sixth draft directive on value added tax. In a written Commons reply on the outcome of the 21 October and 16 December council meetings, Robert Sheldon, Financial Secretary to the Treasury, explained on 26 January that discussion on a number of points was continuing.

Emphasising that the draft directive dealt with the basis of the assessment of value added tax in member states, including the scope of the exemptions, but did not call for any harmonisation of tax rates, he said that if agreement was reached the points of the greatest importance to the UK would be as follows:

1 Member States would be free to continue, and to make marginal adjustments in, their existing zero-ratings of home-market supplies until the abolition of 'fiscal frontiers' within the Community.
2 The zero-rating of exported goods would continue as at present; the rules for determining when chargeable services are exported, and hence zero-rated, would be revised but the effect would remain substantially the same as at present; the deduction of input tax which is currently allowed for exports of exempt services would be restricted to exports outside the Community.
3 There would be ultimate harmonisation of the scope of exemptions within the Community, but under transitional arrangements the United Kingdom would not have to make any substantial change immediately either by way of introducing a tax charge on any existing group of exempt items or exempting any category of currently chargeable items; in particular, there would be no such change in the United Kingdom tax treatment of land and buildings, or of legal services.
4 Pending agreement on common Community arrangements, member States would be free to maintain:

a their existing turnover limits for the registration of small businesses;
b their existing schemes for secondhand goods; and
c their existing provisions about the blocking of input tax.

A proposal is under consideration, but has not yet been agreed, whereby a member State would be able to alter its registration limit so as to restore the value of the limit in real terms.

All these matters would be reviewed at various dates after the coming into force of the directive, with a view to progress towards harmonisation of practice.
5 No change would be necessary in the United Kingdom special schemes for retailers.
6 No additional record-keeping would be required from partly-exempt traders in the United Kingdom.
7 Changes, mainly of a technical nature, would be necessary in some aspects of United Kingdom VAT law; including the following:

a the export of services (item 2 above);
b the tax treatment of goods supplied on hire;
c the value on which tax is charged if the price is not the whole consideration for the supply.

The directive, Mr Sheldon said, was intended to provide a framework for the assessment from 1 January 1978, of a contribution to the community's own financial resources equal to the yield of VAT if it were charged at the rate of up to 1 per cent on a harmonised basis. But it had been agreed that in calculating this basis, inputs and outputs of traders with an annual turnover below 10,000 European units of accounts – about £6,000 would be left out of account.

Commission invites bids for data processing projects

The commission announced in its *Official Journal* that it is inviting tenders for three data processing projects. The text of the announcement is as follows:

Call for tenders

1 In order to promote the development of Community Data Processing industry and within the framework of Community Policy, the Commission intends to issue by 8 February 1977 three invitations to tender (ITT) for three joint Data Processing Projects. A brief description of the technical content of each project is given below.

2 A period of approximately six weeks will be given to tenderers to prepare their bids. This means that the closing date for tender shall, in principle, be 18 March. ITT documents will be sent by post to interested firms from 8 February or they may be collected from the address given below. A payment of 1,000 BF is required for each ITT document. The intended date for commencement of the projects is the beginning of May 1977.

3 An open briefing for all interested organisations (potential tenderers) will be organised during the last week of February at Brussels. Details of the precise time and place for the briefings, and in particular the procedure for handling all questions will be given in the invitation to tender.

4 The invitation to tender will also give some indication on the procedure to be followed for the receipt and evaluation of bids. If offers are equivalent, the Commission reserves the right to choose among tenders regardless of prices, technical solutions or other considerations and to give preference to collaborative bids submitted by associations of firms, organisations and persons, formed from more than one Member-State of the Community.
5 Cheques should be made payable to:

COMMISSION OF THE EC
Postal address
Commission of the EC
200 Rue de la Loi, JE 4/19
1049 Brussels.
Marked for the attention of Mr S. C. Bir

For collection by hand (between 0930 hrs and 1130 hrs only)
Building Joyeuse Entree
4th Floor, Room 19
23 Avenue de la Joycuse Entree
1040 Brussels.

Brief description of projects

1 CAD in relation to Construction Management
The objective of this study is the definition of the European systems and tools required to improve the use of computers in the construction industry, at the same time improving the efficiency of the entire construction process, from design inception to construction and operation.

The study will identify sources of expertise and existing systems and also indicate the potential and current area where the benefits will accrue, indicating by what means the objective could be implemented.

The project will comprise two parts:

a a survey gathering relevant data by field and desk research.
b a technical study, partly in parallel with the survey, considering the design concepts of future systems.

The duration of the project will be 12 calendar months, during which the level of effort is estimated to be in the range of 18 to 22 man-months for the survey and 38 to 43 for the second part. A single tender will be asked for the whole study.

2 CAD in Electronics
The project is a technical and economical feasibility study (user-oriented) on computer aids and methodology for the design of electronic logic circuits in a fast-changing technology and user environment. Relevant topics are, amongst others, description languages, partitioning criteria, component modelling (from basic logic elements to computer components), hardware software trade-offs, circuit performance, design testing, optimization, computer resources and others.

The project will comprise two parts:

a assessment, through an exhaustive survey of the current state of the art of computer aids, design methodology, and user requirements.
b evaluation of survey data, identification of problem areas, of evolution in technology, conclusions and recommendations for further work.

The duration of the project will be 12 calendar months, during which the level of effort is estimated to be in the range of 28 to 36 and 14 to 22 man-months respectively for parts a and b.

A single tender for the whole study will be preferred but consideration will be given to separate tenders for each of the two parts of the study.

3 Study in Legal Information Retrieval Systems
The study in Legal Information Retrieval by computer techniques will cover the current state of the art and the future development of such systems in the European Community. There will be two main components to this study, firstly –

a in-depth survey of the requirements of users, both actual and potential of these systems and
b a technical study which will consider the design concepts of these systems, the implementation of features desired by the users and their priorities and formulate an outline specification of suitable software. The Technical study will take into account the development of the Community's own system and its relationship to systems in Member States, especially communication with them via a network.

The duration of the project will be 15 to 18 calendar months during which the level of effort is estimated to be of the order of 4 to 5 man years.

A single tender for the whole study will be preferred but consideration will be given to separate tenders for each of the two parts of the study, in which case about 1 man-year of effort is required for the user survey and about 3 man-years for the technical study.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

This week
Political co-operation 283
Dell visits West Germany 283

Home news
Proposed regulations for aerosol dispensers 290

Home exhibitions
Checkweighing to EEC rules 292

Parliament
Steel production 297
Foreign car imports 298
Newsprint quotas 299
Imports of fabrics from Turkey 299
Aerosol dispensers 299
Proposals on electric plugs 300

Overseas trade news
THE seminars on overseas standards . . . 313
. . . and booklet for motor vehicle manufacturers 313

Country data
Denmark 319
Italy 320
United States 322

Statistics
Film registration statistics 327
Registrations of British, community and foreign films 327

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Oils, fats and oilseeds. Regulation (EEC) 72/77 amending regulation (EEC) 1470/68 on the drawing and reduction of samples and the determination of oil content, impurities and moisture in oil seeds (*Official Journal* L12, 15 January 1977).

Regulation (EEC) 85/77 amending regulation (EEC) 3188/76 on rules for the implementation of the special measures for the determination of offers of olive oil on the world market and on the Greek market (*Official Journal* L15, 18 January 1977).

Cattle, beef and veal. Regulation (EEC) 73/77 amending regulations (EEC) 1896/73 and (EEC) 582/76 as regards the coefficients used to calculate buying-in prices for intervention beef in Ireland, and as regards the buying-in prices for those products (*Official Journal* L12, 15 January 1977).

Imports from non-member states

The *Official Journal of the European Communities* L17, 20 January 1977, contains the text of decision 77/71/EEC authorising France not to apply community treatment to radio receivers, whether or not combined with a sound recorder or reproducer, falling within subheading 85.15 A III of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Works contracts in the EEC

No works contract advertised in the *Official Journal of the European Communities* by a public authority in the UK was known to have been placed with a contractor based in an EEC country other than the UK since British entry into the EEC, said Ernest Armstrong, Under-Secretary of State at the Department of the Environment on 20 January.

Answering questions in the House of Commons, he explained that the information available for the last six months of 1973 and 1974 about tenders from contractors based in other EEC countries was incomplete. But records showed that during the 1973-74 period four advertised contracts of estimated values of £3 million, £7.2 million, £0.5 million and £12 million had attracted one tender each from contractors based in EEC countries other than the UK.

During 1975, which was the last complete year for which records were available, one advertised contract of an estimated value of £20.5 million had attracted seven tenders from contractors based in EEC countries other than the UK.

An analysis of advertisements appearing in the *Official Journal* gave the following numbers of public works contracts published by each member state.

	Numbers since July 1973		Numbers for 1976
Belgium	584	Belgium	197
Denmark	127	Denmark	27
France	972	France	262
Germany	1,652	Germany	394
Italy	10	Italy	4
Luxembourg	18	Luxembourg	1
Netherlands	296	Netherlands	76
Ireland	99	Ireland	34
United Kingdom	3,196	United Kingdom	920

Values are not available.

Finally Mr Armstrong pointed out that there was no evidence that the advertising requirements of the public works directives had caused delay in the placing of public contracts or that the extra costs had been incurred as a result.

The total cost of advertising UK public contracts was not available but it was likely to be small in relation to the expenses necessarily incurred in designing projects and placing contracts for their construction.

Benn in EEC energy talks

During his tour of EEC member states as president of the energy council, Tony Benn, Secretary of State for Energy, paused in Brussels on 19 January to explain the three objectives of his trip.

First, he said that he intended to discover the objectives of member states over the six months of the UK presidency; second, to discuss the council's methods of working on the basis of his own experience of the last 18 months, and in particular that of his predecessor, Herr Lubbers of the Netherlands; and third, to study external links in the energy field.

In his discussions with EEC colleagues on methods of work, Mr Benn said that they had considered seeking a clearer ministerial role in policy making – by, for instance, the development of personal contacts between EEC ministers so that they did not meet only in council meetings, and by a fuller exchange of information. They also considered the need for greater informality, greater political realism, the need to distinguish between progress and centralisation, and the need for much greater openness in EEC policy-making.

On the question of external links between the community and the rest of the world on energy, Mr Benn said that discussions had covered the development of relations with the new American administration and with oil-producing countries, and the question of the EEC's perspective towards eastern Europe in the energy field.

No evidence for bureaucracy in EEC – Owen

In Britain today, quite wrongly, too many people identified the EEC with centralisation and bureaucracy, David Owen, Minister of State for Foreign and Commonwealth Affairs, told the London-Europe Society on 19 January. He pointed out that there was no evidence for this association, and said that such evidence as there was pointed in the opposite direction.

The evolution of the EEC, he explained, had already started to move decisively from common market to community in the fullest and richest sense of the word 'community'. This shift in attitude had been brought about not only by genuine attitudinal changes adjusting to a different climate of opinion but also because there was in many of the member nations a strong underlying sympathy towards any critique of centralised bureaucracy.

'Membership of the community has, if anything, a predisposition to de-centralisation, not as many people in Britain seem to think, a structural bias towards centralisation.

Potentially, said Dr Owen, the commission in Brussels could be a focus for the acceleration of centralised power and in

EEC information

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London, SW1H 0ET. Tel. 01-215 4301 (six lines).

Freighting into Europe

This will be the subject of a special feature in the 25 February issue of *Trade and Industry*
To take advantage of the opportunity to inform readers of your products or service by advertising within the feature, contact Brian Cooper or Mike White on 01-242 6264

recent years much emotive propaganda had been made about 'bureaucrats in Brussels'.

'In fact', he went on, 'the number of civil servants employed by the community is just under 10,000 which is about the size of the Department of Industry.' Over the past six years there had been in Britain an unprecedented increase, some of it at the expense of industrial production, in the bureaucracy of local government the national health service and the civil service. 'Britain is certainly in no position to lecture her EEC partners about the growth of bureaucracy for it affects us all,' he said.

'We must guard against the development of an omnicompetent community, harmonising for the sake of it and extending its competence into areas best dealt with locally albeit with consequential variation.'

The concept of a European community with a human face which individuals could identify with and trust, Dr Owen pointed out, was an objective to which the commission and every member state could contribute. 'Yet the development of a human face would most certainly not come by continuing a trend either at European or national level of increasing centralisation, growing bureaucracy and managerial autonomy.'

John Silkin in talks with agriculture commissioner

John Silkin, Minister of Agriculture, Fisheries and Food, discussed the prospects for community agricultural support prices for 1977/78 with Finn Olav Gundelach, European commissioner for agriculture in London on 25 January. This was the first of a series of visits by Mr Gundelach to community capitals in preparation for the commission's proposals which are expected in the middle of this month.

The minister discussed with Mr Gundelach the provisional timetable which, as president of the council of ministers, he had in mind for the consideration of agricultural prices. He reiterated the UK's own objective of restraint on the community support prices for products in structural surplus in order to hold down food prices for the consumer.

The minister also stressed the importance which he attached to effective conservation of the fish stocks within the UK's 200-mile limits and explained why, in view of the unfair calculation of pigmeat monetary compensatory amounts, it had been necessary to introduce a national aid for pig farmers.

Draft directive on doorstep selling goes to council

A draft directive on contracts negotiated away from business premises has just been passed by the EEC commission to the council of ministers who in turn have referred it to the European parliament and the economic and social committee for their views.

The comments of these two bodies are expected to reach the council of ministers by the end of May and the draft directive will then, in the usual way, be submitted by the council for consideration by a working group of representatives of member states.

To assist in developing a UK position on the draft directive, ready for the meetings of the working group, the Department of Prices and Consumer Protection is consulting all legal, trade and consumer bodies in the UK who may have an interest. The directive, which is commonly referred to as the doorstep selling directive, is intended to cover the door-to-door selling of goods and services costing more than 25 European units of account (now about £17) both for cash and on credit.

The main requirements are:

1 that relevant contracts should be made in writing and should contain certain specified details;
2 that the buyer should have the benefit of a seven-day cooling-off period;
3 that, except where a deposit is required under national law, no payment should be demanded until the cooling-off period has expired;
4 that where the buyer exercises his right to withdraw from the contract, recovery of any goods supplied should be the responsibility of the seller;
5 the contractual provisions intended to avoid the controls should be void; and
6 that, in the event of a dispute over certain matters the onus of proof should rest with the seller.

Anyone wanting further information about the directive, or prepared to contribute comments, should contact the Department of Prices and Consumer Protection, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4219.

Tobacco directive: implementation in 1978

The Government is committed to the implementation of the EEC's first directive on tobacco taxation by 1 January 1978, Robert Sheldon, Financial Secretary to the Treasury confirmed in reply to a written Commons question on 27 January.

He explained that this commitment, which was accepted by the government of the day on accession, required the UK to switch from a duty charged on the weight of tobacco used in the manufacture of cigarettes to a duty charged, at uniform rates, both on each cigarette, irrespective of size, and on the retail value.

Provision for the switch, which was started in the Finance Act 1976, would have to be carried to completion in the next finance bill, he said.

The second step, Mr Sheldon continued, was likely to involve a further reduction in the range of cigarette prices in the UK, but the extent would depend upon the Chancellor's budget decision within the wider latitude provided by the directive and on how the major manufacturers responded. In reaching his decision the Chancellor would take full account of any possible effects on the output and the work force of the UK tobacco industry, and upon health.

Any amendment to the first directive to provide for a two-tier system on cigarettes, proposed by one UK tobacco group, would require first a proposal to that effect from the EEC commission and second the unanimous approval of member states, Mr Sheldon pointed out.

Mission tours laboratories

Members of a West German inward mission sponsored by the British Overseas Trade Board touring the Nuclear Enterprises' Edinburgh laboratories are shown diagnostic ultrasonic scanning developments by Brian Fraser (second right), ultrasonics products manager.

Self-employed in the community

If you are self-employed and intending to work in another EEC country you may need to obtain a certificate of experience. This article describes and lists current community legislation in this field.

For an increasing range of activities individuals and firms in the European community have the right to set up business in any member state on the same conditions as the host country's own nationals. This right is known as 'freedom of establishment' and is guaranteed under the treaty of Rome. This basic freedom is backed up by 'directives' which aim to harmonise the conditions regulating entry into certain occupations.

This legislation caters, in the majority of cases, solely for those who wish to work on a self-employed basis, although it does not matter whether at the present they are employees or self-employed. Normally, anyone going from one country to another to take up a job as an employee is covered not by freedom of establishment but by the free movement of labour provisions. More information can be obtained from local employment offices.

However, as an extension to the 'establishment' provisions some of the more recent directives have included paid employees. This enables an employee to work in another member state on behalf of a UK undertaking, as a manager running an independent branch of that undertaking.

In some occupations countries may require their own nationals to have particular knowledge or training. Consequently they may ask nationals of other member states to provide evidence of their experience in a particular field. If evidence of previous experience is necessary the minimum requirements that must be met are set out in some detail in the relevant directive. Providing an applicant can satisfy the conditions the competent authority in the host country has to accept as evidence of this a certificate of experience which is obtained in the applicant's home state and attests to an applicant's previous training and knowledge. The host state may not prevent a person establishing a business providing he possesses the certification required by the directive.

Some directives also provide for forms of certification to satisfy countries with particularly strict provisions governing entry into an occupation. These are known as certificates of good repute and no previous bankruptcy, and certificates of financial standing. The first type of certification entails a person wishing to work abroad swearing before a competent judicially authorised person (ie commissioners for oaths, justices of the peace or notaries public) an oath to the effect that he or she is of good character and has never been bankrupt. The second form of certification, financial standing, can be effected by obtaining a written statement from a bank representative (manager) to state an applicant is financially stable.

The Department of Trade have a Certificate of Experience Unit based in 1 Victoria Street, London SW1H 0ET (01-215 7877). All inquiries regarding certification are handled by this unit and they will be glad to give any advice on this subject.

The following list is intended to serve as a general guide and gives an indication of the occupations for which a certificate of experience may be required. The question of whether a directive covers a particular occupation may be a matter for legal interpretation therefore the list should not be regarded as authoritative. If you are uncertain as to whether your occupation is included in a directive you may find it helpful to seek legal advice. The Certificates of Experience Unit will be able to provide applicants with a copy of the directive and will give any necessary advice on certification if you think that certification of previous experience will be required.

Freedom of establishment in the community: activities requiring certificates of experience

Directive 64/222

Activities covered

1 Wholesale trade

Definition: The re-sale (sale without transformation) of goods to business units and to institutions and governments; importers and exporters; manufacturers' sales offices and agents; commission merchants and commodity brokers; commodity exchanges; petroleum bulk stations; assemblers and buyers of farm products and co-operative agricultural marketing associations. This group includes the re-sale of industrial and construction materials, machinery and equipment; farm machinery, implements and supplies; and business and professional equipment. Warehousing, grading and sorting, and breaking bulk and re-packing (except where re-packing is in airtight containers), associated with re-selling, are also included.

2 Intermediaries in commerce, craft, industry and small craft industries

Professional activities of an intermediary who, whether in consequence of one or more authorisations, is instructed to prepare or conclude business transactions in the name and for the account of another.

Professional activities of an intermediary who, though not under a permanent contract of service, links up persons wishing to enter into a direct contract with each other or prepares or helps to conclude their business transactions.

Professional activities of an intermediary who concludes business transactions in his own name for the account of another.

Professional activities of an intermediary who conducts wholesale auctions for the account of another. (The activities referred to in the terms above are intended to include those of intermediaries who go from door to door seeking orders).

Activities which entail the provision of services by a paid intermediary in the service of one or more commercial, industrial or small craft undertakings. He and the undertakings employing him must reside or be established in a member state other than the one in which the services are being carried out.

Exceptions

1 Wholesale trade in the following products:

Medicinal and pharmaceutical products.
Toxic products.
Pathogenic agents.
Coal (as covered by the definition of 'Wholesale trade': see first paragraph of 'Activities covered').

2 Activities of an intermediary in the following fields:

Insurance of all kinds (in particular insurance agents, brokers and experts).
Banks and other financial establishments (in particular foreign exchange dealers, stockbrokers, mortgage brokers and the like); real estate business (in particular estate agents and brokers); transport undertakings (in particular shipping brokers, 'courtiers interpretes', navigators, forwarding agents, customs agents and travel agencies).

Toxic products and pathogenic agents.
Medicinal products and proprietary medical products.
Coal
Activities which involve the excercise of official authority.

Directive 64/427

Activities covered

Certain manufacturing and processing industries in the following fields:

Textile industry.
Manufacture of footwear, clothing and bedding.
Wood and cork industry.
Wooden furniture industry.
Paper industry and manufacture of paper articles.
Printing, publishing and related industries.
Leather industry.
Rubber, plastics, artificial and man-made fibres and starch products.
Chemical industry.
Oil industry.
Non-metallic minerals industry.
Production and first treatment of ferrous and non-ferrous metals.
Manufacture of metal articles (except machines and transport equipment).
Construction of non-electrical machines.
Electrical construction.
Construction of transport equipment.
Miscellaneous manufacturing industries.
Building and civil engineering.

Exceptions

Manufacture of medical and pharmaceutical products.
Building and repair of ships.
Building of railway equipment (vehicles and parts of vehicles).
Aeronautical construction (including the building of equipment for use in space).
Examination of the sight by opticians for the purpose of manufacturing lenses for glasses.

Directive 68/364

Activities covered

1. Retail trade: The re-sale (sale without transformation) of goods for personal or household consumption or utilisation, including gasoline (petrol) filling stations and retail motor vehicle dealers and consumer co-operatives. For the purposes of this directive an occupation in the retail trade means one pursued by any natural person or any company of firm which in the normal course of business buys goods in his or its own name and on his or its account and resells them directly to the ultimate consumer. The goods may be resold either in the unaltered state or after processing, treatment or conditioning such as are normally carried out in the retail trade.

2. The hire of goods, in so far as the occupation in question is not covered by another directive. The hiring occupations excluded for that reason are listed in item 3 in the list of exceptions below.

3. Retail auction sales: any self-employed agent who in the normal course of business carries out retail auction sales on behalf of other persons.

Exceptions

1 The sale of food and drinks for consumption on the premises (restaurants, cafes, taverns and other drinking and eating places).

2 Retail activities in the following area:
Drugs and pharmaceutical products.
Toxic products.
Pathogenic agents.
Tobacco products.
Salt products.
Door-to-door selling.
Hawking.
Peddling.
Open-air market trading.
Covered market trading without a stall.

NB: The activities of intermediaries who carry out retail selling by auctions on behalf of other persons are covered by directive 64/224/EEC (qv).

3 Letting out on hire of agricultural machinery.

Property transactions; letting.
Letting out on hire of cars, vehicles and horses.
Letting out on hire of railway carriages and trucks.
Letting out on hire of machines for business houses.
Booking of cinema seats and letting out on hire of cinematographic films.
Booking of theatre seats and letting out on hire of theatrical equipment.
Letting out on hire of boats, bicycles and slot-machines.
Letting of furnished rooms.
Letting out on hire of household linen.
Letting out on hire of clothing.

4 Persons whose activity covers examination of the human body with a view to the sale of appropriate appliances for the correction of sight or hearing defects or orthopaedic purposes.

Directive 68/366

Activities covered

Food-manufacturing and beverage industries

Industries producing animal and vegetable fats and oils.
Food-manufacturing industries.
Beverage industries.
The directive applies to the selling activities of manufacturers who sell their own product either wholesale or retail.

Exceptions

1 Activities involving the manufacture of drugs and pharmaceutical products.
2 Itinerant trading activities (see itinerant traders directive).

Directive 68/368

Activities covered

Personal services sector

1 Restaurants, cafes, taverns and other drinking and eating places; including retail establishments selling prepared food and drinks for immediate consumption on the premises, and serving meals to be consumed off the premises where they were prepared.
2 Hotels, rooming houses, camps and other lodging places, including the provision (on a fee basis) of lodging, camping space and camping facilities, whether open to the general public or restricted to members of a particular organisation. Restaurant facilities operated in connection with the provision of lodging.

Exceptions

The serving of prepared food or beverages intended to be consumed on the premises, if served from a movable stall.

Directive 70/523

Activities covered

Wholesale coal trade and intermediaries in the coal sector

1 A natural person, company or firm buying coal in the normal course of business, in his or its own name and on his or its own behalf, and reselling it to other traders (wholesale or retail), processors, consumers in the trade or large-scale consumers.
2 The resale of coal either in the unaltered state or after being processed, treated or packed according to normal practice in the wholesale trade.
3 Activities within the wholesale coal trade carried on in the domestic, export, import or transit trade.
4 Wholesale selling activities of undertakings which produce coal.
5 Professional activities of an intermediary empowered and instructed by one or more persons to negotiate or enter into commercial transactions in the name of and on behalf of those persons.
6 Professional activities of an intermediary who, while not being so instructed, brings together persons wishing to contract directly with one another, or prepares, or helps to conclude, their commercial transactions.
7 Professional activities of an intermediary who concludes commercial transactions in his own name on behalf of a third party.
8 Certain professional services of an intermediary in the employment of one or more commercial industrial or small craft undertakings.
(Items 1 to 7 above include the activities of an intermediary who goes from door to door seeking orders.)

Directive 75/368

Activities covered

This directive covers the pursuit of the following activities in a self-employed capacity or as a paid employee as defined in the introduction.

1 Manufacturing activities. Shipbuilding and repairing; manufacture of railroad equipment; manufacture of aircraft (including space equipment).

2 Transport and allied activities. Road passenger transport excluding motor vehicle transportation; transportation by pipelines of liquid hydrocarbon and other liquid chemical products. **Exceptions.** For the remainder of the transport activities this directive does *not* apply to the provision of services. These activities cover sleeping and dining car services; maintenance of railway stock in repair sheds; cleaning of carriages; maintenance of stock for urban, suburban and inter-urban passenger transport; maintenance of stock for other passenger land transport (eg motor cars, coaches, taxis); operation and maintenance of services in support of road transport (eg roads, tunnels and toll bridges, goods depots, car parks, bus and tram depots); activities allied to inland water transport (eg operation and maintenance of waterways, posts and other installations for inland water transport, tug and piloting services in ports, setting of buoys, loading and unloading of vessels and other similar activities such as salvaging of vessels, towing and the operation of boathouses).

3 Communication services. Postal services and telecommunications.

4 Community services. Libraries, museums, botanical and zoological gardens.

5 Recreation services. Sporting activities (eg sports grounds, organising sporting fixtures) including sports instructors, games (eg racing stables, areas for games, racecourses), other recreational activities (eg circuses, amusement parks and other entertainments).

6 Personal services. Domestic services; laundries, laundry services, dry cleaning and dyeing; beauty parlours and services of manicurists (excluding services of chiropodists, professional beauticians' and hairdressers' training schools); photographic studios, portrait and commercial photography (except journalistic photographers). Personal services not elsewhere classified with the exception of sports and paramedical masseurs and mountain guides. These include the maintenance and cleaning of buildings, disinfecting and pest control, hiring of clothes and storage facilities, marriage bureaux and similar services, astrology, fortune telling, etc; sanitary services and associated activities; undertaking and cemetery maintenance and couriers and interpreters guides. **Exceptions.** The activities of consultant engineers, industrial property consultants or patent attorneys and tourist guides (the latter excludes couriers and interpreter-guides which are covered by the directive). Activities involving the use of toxic products are covered by another directive as will be the occupation of masseur-kinesitherapist (massage for medical and sports purposes). The exception for certain transport activities from the freedom of services provisions has been mentioned under the appropriate heading.

Directive 75/369

Activities covered

Itinerant activities. This directive covers trading activities which are necessarily itinerant and also other economic activities pursued on an itinerant basis where such activities are not covered by previous directives. The activities are:
1 The buying and selling of goods by itinerant tradesmen, hawkers or pedlars in covered markets other than from permanently fixed installations and in open-air markets.
2 Activities covered by formerly adopted transitional measures (directives) that expressly exclude or do not mention the pursuit of activities on an itinerant basis (eg fairground operators).
The directive also extends to paid employees.

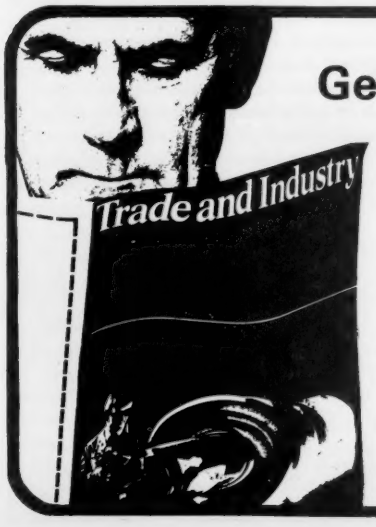
Directive 76/——*
Not yet in operation: due to be implemented by June 1978

Activities covered

The pursuit of insurance agency, brokerage or subagency in a self-employed or employed capacity.

More specifically:
1 The professional activities of persons who, bring together, with a view to the insurance or reinsurance of risks, persons seeking insurance or reinsurance and insurance or reinsurance undertakings. It also includes persons who carry out work preparatory to the conclusion of contracts of insurance or reinsurance and, where appropriate, assist in the administration and performance of such contracts, in particular in the event of a claim;
2 The professional activities of persons who introduce, propose and carry out work preparatory to the conclusion of, or in concluding, contracts of insurance, or in assisting in the administration and performance of such contracts, in particular in the event of a claim;
3 The activities of persons other than those referred to in 1 and 2 who, acting on behalf of such persons, among other things carry out introductory work, introduce insurance contracts or collect premiums, provided that no insurance commitments towards or on the part of the public are given as part of these operations.

* The number will be issued shortly.



Get this week's copy this week

If you're not reading the current copy of Trade and Industry you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.
Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of Trade and Industry.
Ring our Circulation Controller on 01-215 5021 and ask about an additional subscription. Or just simply clip the coupon.

To: Trade and Industry, FREEPOST, London SW1H 0YZ

I would like to take out an annual subscription to Trade and Industry.

☐ Please invoice me/my company
or
☐ I enclose £24.99 for one year's subscription (includes postage to any part of the world)
or
☐ Charge one year's subscription to my HMSO account number

Copies should be sent to

name _____

address _____

_____

Overseas trade news

ECGD raises premium rates for export insurance

Premium rates charged by the Export Credits Guarantee Department are to go up. The increases – only the second since the war – were referred to in the House of Commons* on 31 January.

These increases arise from the effect upon ECGD's financial position of adverse world trading conditions over the last few years. The need to maintain an adequate level of reserves in relation to the continuing rise in claims payments and ECGD's rapidly growing liabilities makes the extra charges unavoidable. There should now be no need for any further general increase during the next two years. By that time it will be possible to gauge the success of these measures in restoring ECGD's reserves.

Despite the increases, ECGD's premiums remain competitive with rates available to foreign exporters. For the past 10 years the average level of ECGD's premium charges for short-term business has remained more or less constant at 24p or 25p per £100 insured. Moreover the extent of protection under ECGD's range of facilities – now including the recently introduced cover for contracts in foreign currencies – is much greater

ECGD is under an obligation to operate its trading activities commercially at no net cost to public funds. To do this experience shows the need for ECGD to maintain a reserve equivalent to about 3 per cent of the amount at risk. Claims paid by ECGD in 1974-75 totalled £29.9 million; in 1975-76 this figure rose to £42 million, and shows no sign of falling. As a result, the ratio of reserves to liabilities has fallen further below the 3 per cent target. The new premium rates should halt this deterioration and serve to avoid the need for a heavier increase later.

A letter giving details of the increases is being sent to ECGD's 10,000 comprehensive policy holders.

Credit insurance

For exports sold on up to six months' credit, which represent almost 80 per cent of the exports insured by ECGD, the average increase will be about 8p for each £100 of export business covered, bringing the average premium to 32p per £100.

For 'extended terms' business – consumer durables, production-line goods and standard engineering equipment sold on up to two years' credit – the average increase will be about 10p per £100 insured, raising the average premium to 83p per £100.

For 'external trade' – UK merchanting of foreign goods – the increase will average 15p per £100 insured, bringing the average premium to 65p per £100.

Bank finance

For ECGD's guarantees to those banks providing export finance the charges for exports sold on up to two years' credit (comprehensive bank guarantees) will increase from 12.5p to 15p per £100, and from a maximum of 25p to 32p per £100 for specific bank guarantees (over two years' credit).

Project business

For buyer credit guarantees (for UK banks' loans to foreign borrowers to pay UK exporters for large capital goods contracts) and for specific guarantees (supplier credit for capital goods contracts) the increases will be 10 per cent. The rate for each contract depends on the length of credit and the market.

For details of ECGD's statutory return for the last quarter of 1976, see page 312.

* Second reading debate, International Finance, Trade and Aid Bill.

Dell has talks with D-G Gatt

Edmund Dell Secretary of State for Trade with Olivier Long, director-general of the Gatt, before their talks on 25 January. The main subject discussed was multilateral trade negotiations. While in the UK Mr Long also saw David Owen, Minister of State at the Foreign and Commonwealth Office.

Provisional anti-dumping charge placed on US stereo flong

An order* has been made by the Department of Trade imposing a provisional charge to anti-dumping duty on certain stereo flong which originates in the United States and which is the product of the Minnesota Mining and Manufacturing Co (the 3M company). The amount of the provisional charge to duty is £0.0627 per sheet of flong. It came into operation yesterday (3 February).

The charge has been imposed pending the completion of the investigation announced on 24 August 1976.

A provisional charge is not a duty as such, but a security in the form of a cash deposit which will be required from importers or their authorised agents by Customs and Excise for the payment of any definitive anti-dumping duty which may be subsequently imposed.

Such a definitive anti-dumping duty may be made retrospective to the date of imposition of the provisional charge but not before, and the rate of any retrospective duty cannot be higher than the provisional charge.

If an order imposing a retrospective duty is not made before the provisional charge lapses or is revoked the deposits will be returned. If such an order is made the deposits will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge the appropriate repayments will be made.

*Copies of the order imposing this charge, the Anti-Dumping (Provisional Charge to Duty) Order 1977, SI. 1977 no. 112, will be available from HMSO, 49 High Holborn, London, WC1 (price 10p), or by post from HMSO PO Box 569 London, SE1. (Price 16½p).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Long-term programme of co-operation with Romania signed

As reported in *Trade and Industry* on 28 January John Steele, Deputy Secretary at the Department of Trade, and Constantin Stanciu, Romanian Deputy Minister of Foreign Trade and International Economic Co-operation, signed a long-term programme for the further development of economic collaboration and industrial and technological co-operation between the UK and Romania. Mr Stanciu was in London for the fourth session of the UK-Romanian joint commission held from 24 to 28 January.

The long-term programme of co-operation was drawn up in amplification of the long-term agreement on economic collaboration and industrial and technological co-operation signed during the visit of the then Prime Minister Harold Wilson to Romania in September 1975. The programme aims to identify in much greater detail than was possible in the agreement itself those sectors of industry where there are thought to be particularly promising prospects for co-operation and trade between the two countries (see the extract, right) and so to provide a framework for future business.

The specific items included do not represent commitments but are signposts pointing the way to the specific areas where opportunities have been identified by the two countries. It is for individual companies in the UK to follow up these opportunities: in certain cases commercial negotiations are already taking place.

The agreement makes provision for progress to be reviewed by the joint commission.

During Mr Stanciu's visit to London last week he had discussions with a number of British Ministers including Edmund Dell, Secretary of State for Trade, Michael Meacher, Parliamentary Under-Secretary for Trade, Gerald Kaufman, Minister of State for Industry, and Lord Goronwy Roberts, Minister of State for Foreign and Commonwealth Affairs.

Mr Stanciu also addressed the London Chamber of Commerce and Industry and was entertained by the CBI, the East European Trade Council and the Birmingham Chamber of Industry and Commerce. Additionally, Mr Stanciu had discussions with a large number of British companies currently negotiating business in Romania.

As in previous years the joint commission reviewed the development of economic relations and of industrial, agricultural, scientific, and technological co-operation, and discussed prospects for the future.

The UK delegation included government officials and representatives of the metallurgical plant, chemical plant, machine tool, electronics and nuclear energy industries.

Prospects for future trade and co-operation in these and other sectors were discussed during the joint commission and specific action was recommended in a number of areas.

The next session of the UK-Romanian joint commission will be held in Bucharest during the first quarter of 1978.

Prospects for UK-Romanian co-operation

The following text is an extract from the long-term co-operation programme between the UK and Romania.

Both Parties consider that particularly good prospects for the development of co-operation exist in the following fields:

(i) Agricultural Machinery and Technology
Cultivation machinery, including planters, harvesters, storage equipment, tractors and bale handling equipment; soil structure problems associated with intensive arable cropping; efficient utilisation of grassland; disease control in cereal/grass crops; seed multiplication.

(ii) Animal Husbandry
Animal and poultry breeding including supply and improvement of breeding stock, technical consultancy, artificial insemination programmes; dairy farming; livestock production units for cattle, sheep, pigs and poultry; poultry processing equipment, including incubators and hatcheries; veterinary equipment; equipment for the production of animal feedstuffs; mechanised animal feeding equipment; equipment for water purification and waste disposal from animal and poultry farms; animal nutrition technology.

(iii) Aircraft Industry
Aircraft, hovercraft, and components, including aero engines, cast and forged parts for aero engines, aero-frame materials, components and fittings, landing gear and hydraulic equipment; navigation equipment and air traffic control instrumentation; ground radar; hangars; handling systems and other airport equipment.

(iv) Automotive Industry
Technology and equipment for production of motor cars, buses and trucks, trailers and semi-trailers; automotive components.

(v) Chemical and Petrochemical Industries
Plant and equipment for the chemical, petrochemical, rubber and plastics industries; plant and equipment for the pharmaceutical industry; equipment for the manufacturing of precision rubber components; air separation plant; agricultural chemicals; other chemical products, including ammonia, plastics, polymers, films, synthetic fibres, anti-corrosive chemicals, fine chemicals, paint, pharmaceutical products and raw materials; protein synthesis; equipment for processing petrochemical waste; metal extraction chemicals.

(vi) Construction Industry
Design and construction of complete structures, including industrial buildings, particularly for the metallurgical and chemical industries, hotels, schools, hospitals, offices, bridges; fabrication and technology for building materials, insulating materials; colours for building materials; central heating equipment; foundation equipment; sanitary equipment; equipment for the glass and ceramics industries.

(vii) Development of Natural Resources (including Mining)
The exploration, evaluation, development and exploitation of mineral resources, including ferrous and non-ferrous metals, industrial minerals, fossilised fuels and uranium; mining, quarrying and mineral processing (including underground and open cast coal-mining), production of coking coal; offshore oil exploration and exploitation; irrigation and drainage schemes and related equipment; agricultural and agro-industrial projects, and water abstraction from underground resources for agricultural, domestic and industrial uses.

(viii) Electrical and Electronic Industries
Equipment for the electrical industry; equipment for the production of energy, including equipment for thermal and hydroelectric stations, eg conventional turbine generator groups; power transformers; switchgear; generators; cables including electric cables insulated with reticular polyethylene; control instrumentation; variable speed fans; motors; telecommunications equipment; scientific instruments, including testing and measuring instruments and metrology equipment; process instrumentation and control; electronic equipment and components; analytical instrumentation; medical and pharmaceutical equipment; ultrasonic diagnostic systems; cable testing equipment; materials testing equipment; marine radio communication and navigational equipment; television studio, broadcasting and transmitting equipment; industrial X-ray equipment; and electrical hand tools.

(ix) Engineering and Mechanical Equipment
Civil engineering equipment and materials for construction and road building, including excavators, quarrying equipment, cranes, mobile compressors, trenching machines, pipe and cable laying equipment; other engineering equipment, including pumps, valves, compressors and compressed air equipment, flexible couplings, brush springs, welding equipment, plasma cutting equipment; precision tools and special purpose machinery; press cutting machines; diamond polished and impregnated tools; fluid handling equipment for the water industry and for manufacturing industry; fused silica and quartz tubing; mechanical fasteners.

(x) Environmental Protection
Plant, equipment and technology for all forms of pollution and contamination measurement and control, including solid, gaseous and liquid waste treatment, filtration, incineration; all forms of water treatment; water and process liquor recovery and extraction techniques by ion exchange; scrap and waste recycling; and noise control.

(xi) Food and Food Processing Industries
Design and construction of abattoir complexes; cold storage facilities and refrigeration; canning lines; equipment for dairy produce; equipment and technology for the production, processing and distribution of food, soya processing; production of lactose and protein; packaging machinery and materials for the food industry; bottling equipment; nutritional know-how.

(xii) Informatics and Computers
Data processing equipment; computers and peripheral equipment; equipment for the printing industry, including graphic arts equipment; educational equipment and materials.

(xiii) Light Industry
Textile machinery; shoe machinery; packaging machinery and materials; industrial cleaning including floor cleaning equipment.

(xiv) Machine Building Industry
Technological and other equipment for the metallurgical, chemical and petrochemical industries; heavy machine building and related equipment.

(xv) Machine Tools
Heavy machine tools, including large plano-milling machines, large vertical boring machines, horizontal boring machines; numerically controlled machine tools; fine boring machines; machine tool accessories.

(xvi) Mechanical Handling
Mobile cranes; overhead electric cranes; bulk handling equipment; storage equipment; forklift trucks; side loaders and container handlers; other equipment and materials for mechanical handling.

(xvii) Metallurgical Processes
Equipment and technology for steel production, including the rolling, processing and coating of steel, the manufacture and processing of special steels, thermal treatment of steel, synthetic fluxes for steel making; complete forges and foundries; equipment and technology for ferrous and non-ferrous metal production and processing, and recovery of secondary metals; metal refining, fabrication and finishing; process and plant for galvanising; production of zinc dust and super-plastic zinc; quality control for metallurgical processes; refractory furnace linings.

(xviii) Nuclear Energy
Nuclear reactors; equipment for nuclear power stations; nuclear equipment, engineering and consultancy; nuclear turbine generator groups; nuclear safety and radiological protection equipment, irradiation units; transport and handling of radioisotopes; quality control for nuclear equipment; facilities for the nuclear fuel cycle including nuclear fuel manufacture and reprocessing; other nuclear peripheral equipment.

(xix) Office Machinery
Printing and reproduction equipment; office communications equipment.

(xx) Oil and Gas Industries
Oil refining and processing; plant, equipment and technology for the oil and gas industries; lubricating oil and grease plants; oil distribution equipment; crude and refined product handling equipment; flow metering and blending equipment; proving and calibrating stations; safety equipment for use on fixed and mobile plant; pipes and anti-corrosive pipe wrappings; natural gas treatment and storage.

(xxi) Timber Industry and Wood Protection
Timber extraction and exploitation; pulp and paper manufacture, including paper-making machinery; paper converting machines; wood-working machinery; forms of wood preservation, including wood preservation plants.

(xxii) Transport Industry
Diesel electric engines, locomotives and components; railway track equipment; materials and equipment for railway rolling stock; containerisation, including manufacture of containers and container handling straddle carriers; port equipment; ships' equipment; shipping services; transportation planning, including public transport organisation and co-ordination.

(xxiii) Services
The provision of technical know-how and consultancy for any of the above-mentioned subjects: management, economic and engineering consultancy services; engineering and contracting services for the construction of plant, including design, process technology and engineering; technical, economic and marketing studies; financial and insurance services; other services connected with the implementation of projects in any of the fields included in this Programme.

ECGD statutory return

Commitments under the Export Guarantees Act 1975
During the quarter ending 31 December 1976 the aggregate amount of guarantees given by the Export Credits Guarantee Department (ECGD) amounted to £1,003 million under section 1 of the 1975 Act and £248 million under section 2 (1), while the aggregate amount of the arrangements made under section 5 is £ nil.

These are the gross values of guarantees issued during the quarter and do not take account of previous liabilities which have now expired.

Total amounts recorded against ECGD's statutory limit
The total sums recorded against ECGD's statutory limit of £18,200 million set in section 6 (1) of the 1975 act, as amended by the Export Guarantees (Limit on Commitments) (No. 2) Order 1976 No. 1251, amounted on 31 December 1976 to £17,142 million.

This total is made up as follows:

1 liabilities in respect of guarantees given under section 1 £10,327 million.
2 liabilities in respect of guarantees under section 2 (1) £4,785 million.
3 amount of principal monies outstanding under section 2 (2) £ nil.
4 amount of principal monies outstanding under section 3 (1) £2,029 million.
5 sums paid for securities acquired and for the time being held under section 4 £186 million.
6 liabilities in respect of arrangements made under section 5 £14.8 million.

Some guarantees given to banks are not included in the total liability figure as they have already been accounted for in the liability under the related credit insurance guarantees, issued to exporters. However if guarantees to the banks are given under a different section of the act from that of the basic guarantee, they are recorded in the separate liability figures (1 and 2 above) which are maintained for section 1 and section 2 (1); in these circumstances the aggregate of 1 to 6 will exceed the total liability.

Commitments under the Overseas Investment and Export Guarantees Act 1972
During the quarter ending 31 December 1976 the aggregate amount of liabilities assumed was £4.9 million.

This is the gross value of liabilities assumed in the quarter and does not take account of previous liabilities which have now expired.

The total amount of liability on 31 December 1976 set against ECGD's statutory limit of £250 million set in section 2 (4) of the 1972 act amounted to £52 million.

Note: the Export Guarantees Act 1975 is the principal legislation under which the Export Credits Guarantee Department operates.

Liabilities under section 1 of the act are those taken on a commercial basis after consultation with the Export Guarantees Advisory Council.

Liabilities under section 2 (1) are those which are taken on in the national interest.

Principal monies outstanding under section 2 (2) are in respect of arrangements made in the national interest to facilitate payments under contracts.

Section 3 (1) of the act permits the secretary of state to make loans. This enables ECGD to operate the scheme for refinancing the banks, under which finance is made available by the clearing banks at the special export interest rate which applies to exports sold on credit terms of two years or longer.

Section 4 permits the secretary of state to hold securities and to receive interest due thereon. It was under this authority that aid loans were given before this function was transferred to the Ministry of Overseas Development.

Section 5 of the act contains the powers under which ECGD operates the cost escalation scheme.

Four loans backed by ECGD

Four loans – to Norway, the Irish Republic, Turkey, and Kenya – totalling over £35 million are being backed by the Export Credits Guarantee Department.

The first is a £16 million extension to a £12 million line of credit which National Westminster Bank has made available to nine oil companies led by Mobil Exploration Norway Incorporated. Total finance available under the line of credit is now £28 million. The loan will help finance the purchase of UK equipment and associated services for use on a production platform in phase 1 of the Statfjord oil field.

Exporters, to be nominated by the borrower, receive 80 per cent of the UK contract price from the loan; the remaining 20 per cent is payable from the buyer's own resources. To qualify, a contract must have a minimum value of £25,000 and be placed by May 1979.

The second is a £15.6 million loan which Kleinwort Benson Ltd acting for National Westminster Bank has made available to Nitrigin Eiraann Teoranta (NET), Irish Republic.

The loan will help finance a £19.5 million contract which NET have awarded jointly to Kellogg International Corporation and Kellogg Construction Ltd for the design and supply of an ammonia-urea complex at Marino Point in County Cork.

The third is a £2 million line of credit which Barclays Bank has made available to Hema Disli Sanayii Veticaret AS, Turkey.

The line will help finance goods and services for producing gear boxes and tractor transmission systems which Hema Disli are purchasing from the UK for a factory at Cerkezoy in the province of Tekirdag. It is expected that all the contracts will be placed by May 1977.

A £2 million line of credit is the fourth loan backed by ECGD which Morgan Grenfell and Co acting on behalf of Bank of Scotland has made available to the Industrial Development Bank of Kenya.

The line will help finance capital goods and associated services contracts placed in the UK including contracts for textile machinery, glass fibre making machinery and specialised moulding equipment. UK exporters will receive 85 per cent of the contract price from the loan; the remaining 15 per cent is payable from the buyer's own resources. To qualify, a contract must have a minimum value of £125,000 and be placed by 30 June 1978.

Export Year: 100 up in north and west Yorkshire

One hundred and fourteen firms in north and west Yorkshire are now taking part in Export Year – an increase of almost 60 per cent in six weeks.

Ninety-five of the companies are based in west Yorkshire, with the remaining 19 in north Yorkshire. Regionally (in Yorkshire and Humberside) the tally has reached almost 200.

The North and West Yorkshire Export Year Co-ordinating Committee was told at its meeting on 18 January that the chairman of West Yorkshire Metropolitan County Council had invited 10 participating companies – two from each of the district council areas – to an informal luncheon in Wakefield today (4 February).

Man in Istanbul helps out in Export Year

As an Export Year gift to other machine tool manufacturers, a Keighley company has put the services of its man in Istanbul at their disposal.

Roger Sim, who was recently installed in the area by Keighley Grinders, will be, the company says, only too pleased to see people from England who want to call on him or need his assistance.

The service is being offered to local companies in the same line of business, who are planning visits to Turkey or who have existing contacts with Turkish firms. Mr J. W. McKinlay, Keighley Grinders' managing director, said it may be useful to companies who have little or no experience of Turkey. Mr Sim can be reached through Keighley Grinders, who are in daily contact with him.

Over 1900 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

Commodities and indebtedness dominated Unctad IV – UK official report

The consensus reached at the fourth session of the United Nations Conference on Trade and Development (Unctad) in Nairobi, last May is described as 'a major achievement' in the UK government's official report* published on 27 January.

Describing international trade in commodities and indebtedness as the dominant issues of the conference, the report contains details of the UK's approach to the conference, an assessment of its outcome, an account of the broad range of trade and development issues discussed and the resolutions adopted. Texts of resolutions and key speeches are included.

The conference adopted resolutions by consensus on nearly all items including commodities, debt and transfer of technologies, and a major programme of international work was set in hand.

Unctad IV took place against a background of an intensifying economic dialogue between the developed and developing countries over the previous two years. In partnership with other EEC states, the UK had been active in this dialogue before the conference. Fully recognising the serious problems facing developing countries and the contribution the conference could make to their alleviation, the UK stressed the need for progress in the spirit of mutal concern and an increased awareness of economic interdependence.

* Cmnd 6808, published by HMSO, price £2.35

Invitations open for Bucharest Tehnoexpo exhibition

A British pavilion will be organised by the Department of Trade at the second Bucharest international technical exhibition (Tehnoexpo), which will be held from 15 to 24 October 1977, provided sufficient interest is shown by industry. The exhibition provides an opportunity to display capital products in Romania in the intervening years between the major biennial international trade fair.

The groups of products which are applicable to this exhibition are: transport; measurement and control apparatus for the woodworking, paper and other industries; wooden containers, cardboard and paper for wooden, paper and cardboard products; plant and equipment for the production of building materials; machinery and equipment for town management; equipment and apparatus for research laboratories and for production in agriculture, food and packaging industries; equipment, machines and accessories for forestry, wood processing, furniture industry, door and window frames manufacture, paper industry, cultivating, harvesting, industrial processing and transporting accessory products of wood, agriculture, food industry, packaging and transporting agricultural produce and foodstuffs.

Further details and application forms are available from W. M. McKinnon, Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, tel. 01-248 5757 ext. 604. The closing date for receipt of applications is 25 March 1977.

THE seminars on overseas standards . . .

Technical Help to Exporters, an independent service of the British Standards Institution is arranging a number of seminars to help exporters cope with the problems of other countries' standards and approval procedures.

'For Export – Safe Machinery' is the title of a double-venue seminar to be held, first in London on 8 March and then in Glasgow two days later. The seminar is aimed at the manufacturers of all electrical equipment.

A number of countries, including the UK, have legislation which affects the design and manufacture of all types of electrical machinery and it is vital that these products comply with the requirements of the importing country.

To help clarify the complex requirements THE has invited a number of highly-qualified speakers who will outline briefly the legal requirements in Norway, Sweden, France, West Germany and the UK.

The technical requirements affecting the export of boilers and pressure vessels to France, Italy and Australia are the subject of 'For Export – Boilers and Pressure Vessels', the title of another THE seminar to be held on 24 March. Organised in conjunction with the Institution of Mechanical Engineers and the Process Plant Association, the seminar will take place at the Metropole Hotel, National Exhibition Centre, Birmingham.

To highlight the pitfalls in exporting pressure vessels THE has arranged for a number of leading experts to describe the approval requirements and procedures in their respective countries. An outline will also be given of the benefits to UK manufacturers resulting from the implementation of a recently published EEC directive on pressure vessels.

Details of all these seminars can be obtained from the Promotion Services Department, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, HP2 4SQ, tel. Hemel Hempstead (0442) 3111.

. . . and booklet for motor vehicle manufacturers

THE has published a booklet aimed at manufacturers of motor vehicles and components. Entitled 'Motor Vehicles and Equipment', it gives details of the certification requirements and approval authorities in 24 countries responsible for the issue and enforcement of technical legislation affecting motor vehicle construction.

The new publication is a revised and updated edition of a booklet first published in January 1970 by the Bureau Permanent International des Constructeurs d'Automobiles (BPICA). It is divided into two parts, the first deals with the EEC and ECE approval schemes, while the second details the procedures in operation in individual countries.

Copies of 'Motor Vehicles and Equipment' are available from Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, HP2 4SQ, tel. Hemel Hempstead (0442) 3111. Prices are £3 to THE members, and £5 to non-members.

Successful Dundee and Tayside mission to Australasia

Final reports show that the recent Dundee and Tayside chamber trade mission negotiated orders worth £1.5 million during a three-week visit to Australia and New Zealand.

In addition, serious inquiries and future business could result in a further £3 million. This was the fifth mission which the chamber has organised to these countries since 1969.

Anti-dumping investigation into printed-circuit board drills

An application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on printed-circuit board drills imported from the United States will be investigated by the Department of Trade.

A statement of the applicants' case will be made available to any interested parties who give an undertaking to treat the information in confidence.

Any representations which interested parties may wish to make in connection with the application should be submitted in writing not later than 25 February. Such representations in summarised form and without attribution to the source may be passed to the applicants for comment. Those making representations should stipulate any points which they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent to the Department of Trade, General Division, Room 326 Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

GDR: prospects now for improved trade

This week (3 to 5 February) Secretary of State for Trade, Edmund Dell, is in East Berlin and the German Democratic Republic to promote UK-GDR commercial and economic relations. This article describes the prospects for an increase in trade between the two countries as a result of the latest GDR five-year plan.

During the last 12 months British firms have begun to look again at commercial opportunities in the GDR. And last year saw some improvement in the level of trade between the countries, with turnover touching £100 million for the first time and UK exports totalling £44.8 million.

The level of UK-GDR trade was very low until 1974, when British exports rose dramatically to £39.1 million and imports to £44.6 million. But this improvement was not maintained in 1975, when both UK exports and imports fell to disappointing levels – £32.5 million and £38.9 million respectively. This was a result of the world economic recession and the sharp rise in the cost of the GDR's imports of oil and other raw materials since both of these developments adversely affected the GDR's ability to finance imports from the west.

Even last year's turnover, when inflation and depreciation of the pound are taken into account, represents only a recovery to the 1974 level. By general consent, the present level of trade between the two countries scarcely reflects the real potential of two industrially-advanced nations (see above and opposite page).

A difficult reputation

The GDR has the reputation of being a difficult market. A special report in the October issue of *Commerce International*, a journal of the London Chamber of Commerce and Industry, commented that British businessmen approached the GDR 'with something amounting to trepidation'. Those who persist, however, are likely to find that, once established in the GDR, there are prospects for continuing and worthwhile business.

When approaching the market, it is particularly important – more so perhaps than in most other Comecon countries – to understand the basic assumptions and mechanics of the command economy which prevails there. The organisation of foreign trade in the GDR is very centralised and highly-structured. Initial contacts are normally made only through the appropriate foreign trade enterprise; these enterprises alone have the legal right to sign contracts.

While this may be sufficient to cater for the commercial aspects of negotiations, these contacts fail to meet the technical need to discuss products with the end-users themselves. In some cases it is a waste of time to attempt to discuss with commercial negotiators at the centre the technical merits of products whose application can only be known to the technical experts at factory level in these days of advanced technology. Nevertheless it remains GDR policy for the present not to facilitate contact with end-users, at least in the initial stages of negotiations.

The recent revision of the basic regulation on the direction and conduct of foreign trade is a clear indication of the GDR's intention to continue to adhere closely to its existing foreign trade policy and practices, which to the western exporter seem unduly bureaucratic and centralised. The GDR's growing insistence on the appointment of state agencies to 'represent' western companies, on a commission basis – but in fact to provide in most cases only basic secretarial and conference facilities – is another example of the tendency of the GDR authorities to regulate foreign trade solely in their own interests.

If this sounds rather discouraging, it should be remembered that the GDR is a highly industrialised country with a very fast growth rate and a per capita gross national product close to west European levels; it enjoys the highest standard of living in eastern Europe.

Further information

Companies wanting further information should contact the Commercial Counsellor, British embassy, East Berlin, BFPO 45, tel. 220-2431, telex 113171 and 113172. In Britain, firms may contact Commercial Relations and Exports Division 4, 1 Victoria Street, London SW1 0ET, tel. 01-215 5267/5302.

UK-GDR trade 1970-76

£ million

	1970	1971	1972	1973	1974	1975	1976
Exports	16.9	17.3	15.0	13.7	39.1	32.5	44.8
Imports	16.1	19.6	21.6	26.3	44.6	38.8	60.3
Balance	+0.8	−2.3	−6.6	−12.6	−5.5	−6.3	−15.5

Major western trade partners of the GDR

£ million

		1972	1973	1974	1975	% change 1975/74	January-June 1975	January-June 1976	% change 1975/76
West Germany	Exports	363.0	457.9	607.0	719.8	+6.8	342.3	389.7	+1.6
	Imports	293.0	406.1	537.8	613.5	+2.8	285.4	386.4	+20.8
Yugoslavia	Exports	32.5	33.5	57.9	85.2	+39.8	38.4	47.6	N/C
	Imports	40.1	58.6	73.7	100.5	+29.5	46.1	49.3	−13.7
France	Exports	55.0	33.4	40.5	79.9	+87.3	10.5*	37.2*	+197.6
	Imports	32.5	43.7	53.8	73.5	+29.9	13.5*	24.9*	+53.9
Sweden	Exports	24.7	37.3	48.5	70.1	+28.0	30.7	39.9	+16.6
	Imports	19.0	30.8	48.1	72.8	+34.1	37.3	37.2	−10.5
Netherlands	Exports	32.6	49.1	64.1	57.6	−20.0	11.4*	14.1*	+15.3
	Imports	21.3	26.7	35.3	35.3	−10.9	8.0*	9.9*	+15.1
Austria	Exports	17.4	29.1	38.0	52.3	+21.6	13.5*	9.7*	−34.0
	Imports	15.3	21.6	30.9	31.7	+9.6	.6.1*	6.4*	−4.0
Italy	Exports	11.9	19.7	35.2	39.4	+102.0	9.9*	9.2*	−7.0
	Imports	20.3	23.2	40.6	39.3	+71.8	9.7*	11.2*	−98.9
Belgium-Luxembourg	Exports	10.5	19.2	25.0	33.7	+20.6	7.2*	9.7*	+26.4
	Imports	17.7	20.9	27.8	36.6	+18.0	9.3*	14.3*	+43.7
UK	**Exports**	**15.0**	**13.7**	**39.1**	**32.5**	**−16.9**	**16.1**	**21.1**	**+31.0**
	Imports	**21.6**	**26.3**	**44.6**	**38.8**	**−23.1**	**18.2**	**23.3**	**+28.0**
Switzerland	Exports	11.3	22.7	25.5	32.4	+4.4	14.4	18.1	+2.8
	Imports	6.1	8.0	11.4	10.4	−24.8	5.1	4.6	−25.4
Japan	Imports	20.8	15.7	19.6	22.1	+8.6	9.7	12.1	+3.9
	Exports	5.3	6.6	20.3	12.9	−85.7	5.9	3.3	−53.0
Denmark	Exports	10.0	12.7	12.5	12.1	−13.2	8.7	2.7	+35.1
	Imports	9.2	13.2	24.9	27.5	−1.1	13.9	7.0	+10.6
USA	Exports	7.0	11.4	8.9	7.8	−17.3	0.8†	0.5†	−39.9
	Imports	4.1	4.3	6.0	5.0	−21.5	0.9†	1.2†	+13.6

* Figures January-March
† Figures January-February.
Source: Western National Statistics.
NB: Percentage changes have been calculated on the basis of the original currency statistics to avoid the distortion caused by conversion to sterling. The sterling figures provide only a rough indication of the trade level for each country.

The five-year plan

Within the GDR's long-term economic planning system the five-year plan is of fundamental importance to any study of the GDR market. The latest plan (1976-80) provides for a 27 to 30 per cent increase in national income, a 34 to 36 per cent increase in industrial production and a 30 to 32 per cent increase in labour productivity. In the opinion of most western experts, the five-year plan is a realistic document and it may be assumed that, in broad terms, the GDR will meet the targets set down.

Dependent on the Soviet Union for new materials and energy supplies more so than any other Comecon country, faced with deteriorating terms of trade and committed to ever-increasing economic integration within Comecon, the GDR has not surprisingly put emphasis on the application of modern technology to secure greater productivity. The commitment to provide a steadily increasing standard of living for the GDR population is likely to maintain the drive to secure the best technology available.

Foreign trade, especially with the west, is the GDR's key to securing this technology. Furthermore, 30 per cent of the GDR's national income is derived from foreign trade. Although no precise figures are published in the five-year plan, it is known that the percentage increase during the period 1976-80 will considerably exceed the percentage increases quoted above for national income, industrial production and labour productivity. The increases in trade exchanges with Comecon is specified at 50 per cent: no comparable figure is given for trade with the west but the increase is likely to be substantial.

Trading partners

The FRG is by far the GDR's most important western trading partner (see opposite page) and the tradition of trade between the two Germanies reinforced by the inter-zonal trade agreements, means that FRG's dominant position in the GDR market is unlikely to be weakened significantly in the foreseeable future.

It is worth noting, however, that when choosing a country to supply equipment GDR state trading organisations are bound to consider three tenders from different western countries. Although the effectiveness of this rule is modified to some extent by the close traditional links with West Germany and the ready availability of finance for imports from this source, it does provide some guarantee that alternative sources of supply are considered. The GDR authorities have stated that British bids which are technically and commercially competitive will be considered on equal terms with those of other countries.

Trade with UK

The most important British exports to the GDR in 1976 (see below) were non-ferrous metals and non-electrical machinery; other important exports were textile yarns and fibres, plastic materials, electrical machinery, chemicals and professional and scientific instruments. It seems likely that these areas will continue to be important in the future, with the most promising opportunities lying in those high-technology fields which the GDR is seeking to develop as part of her industrialisation programme – and which can only be developed with the help of western technological know-how and equipment.

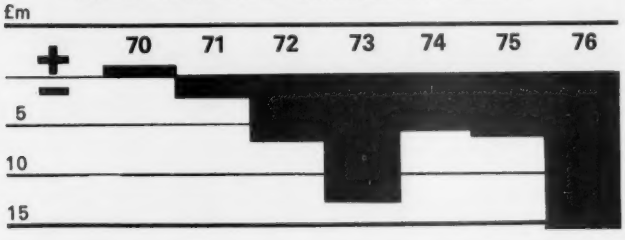
A large proportion of UK-GDR trade is still conducted by a relatively small number of major companies and there is undoubtedly much scope for the broadening and diversification of trade. The successful conclusion of negotiations at present in progress on a number of major projects in the GDR may act as a stimulus to encourage more British companies to take a serious interest in the GDR market.

There have been indications from GDR sources that there should be opportunities for the sale of chemical plant, steel products, specialised machine tools, textiles and shoe machinery, textiles and medical equipment. However, exporters should know that the GDR is in principle reluctant to buy on cash or credit terms and is pressing for a substantial measure of counter-trade or buy-back.

Although the GDR has extended its borrowings in western Europe, in line with other Comecon countries, it has done so with prudence and confidence in its ability to meet its obligations. The GDR's credit rating accordingly continues to be very high.

The prospects, then, are for a steady increase in UK-GDR trade in both directions, with an expected doubling of the present level in real terms by the end of the five-year plan in 1980.

UK-GDR trade: an unfavourable balance



Main UK exports £'000

Commodity	1975	1976
Non-electrical machinery	7,326	8,511
Non-ferrous metals	5,290	14,071
Textile yarn	2,778	2,901
Plastic materials	1,763	2,104
Electrical machinery	1,722	1,873
Professional and scientific instruments	1,423	1,254
Medicinal and pharmaceutical products	1,223	856
Textile fibres, non-manufactured	1,010	1,782
Transport equipment	693	1,283

Main UK imports £'000

Commodity	1975	1976
Manufactured fertilisers	6,864	9,741
Non-electrical machinery	4,248	7,006
Non-ferrous metals	4,181	8,731
Furniture	3,495	6,596
Miscellaneous manufactured articles	2,806	3,547
Chemical elements and compounds	1,727	2,471
Wood lumber and cork	1,691	2,909
Textile fibres, non manufactured	1,387	1,996
Oil seeds, oil nuts and oil kernels	1,350	1,002
Electrical machinery	1,335	2,375
Rubber manufactured not elsewhere specified	1,013	1,781

JEPPESEN HEATON LIMITED
94A WHITECHAPEL HIGH STREET
LONDON, E1 7QY
Telephone: 01-377 9080
Telex: 888551/888073

SHIPBROKERS

LINER AGENTS

INTERNATIONAL FORWARDING

General U.K. Agents for
VEB DEUTRANS, BERLIN
International Forwarding

ENCIRCLE TI 372 ON PAGE 342 FOR FURTHER INFORMATION

Overseas trade country data

Argentina

Reductions in import duties. The Argentine Ministry of Economy has announced import duty reductions. The goods affected fall within the following CCCN chapters:

Chapters 2, 4, 7, 8, 9, 10, 11, 15, 16, 18, 19, 34, 44, 53, 55

These reductions are in addition to those recently made by decree 3008 of 24 November 1976.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Certain textile products. Following the Textile Authority report on 'Certain Textile Products', the Australian government has decided on the following measures:

1 Import quotas on curtains (ex CCCN 60-05.390 and ex 62-02.790) and knitted or crocheted net fabrics (60-01.919) are to be discontinued.
2 Import quotas on bed sheets, pillow cases, bolster cases, including sets thereof (ex 62-02.190) to continue at the higher quota of $A1.5 million (value for duty).
3 Import quotas on cotton sheeting for use as or in the making up of bed linen, not being fabric having a raised nap (CCCN 55-09.524, 525, 526) to continue at the higher quota of 30 million m^2.

Apart from the above changes, it has been decided to continue to admit polyester/cotton sheeting grey cloth under By-law.

As a stimulus to Australian industry, bounty payments of 20 cents/m^2 up to an annual maximum of $A500,000 will be made to Australian manufacturers of polyester/cotton sheeting.

UK exporters should note that all the above decisions must be regarded as short-term measures pending the full-scale Industries Assistance Commission review of textile and apparel items.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Industrial Assistance Commission reference on primage duties. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether the remaining primage duties in the customs tariff could be removed without significant adverse effects on the Australian industries concerned.

Under the current reference the Industries Assistance Commission will report on all primage duties which will not be removed as a result of the government's decision to act on the commission's report for the multilateral trade negotiations, as well as those items which were not already covered by existing references relating to particular industries which are with the IAC.

The reference also requires the Industries Assistance Commission to report to what extent duties should be adjusted to compensate for the removal of primage duties in cases where this could not be done without causing injury to Australian industries.

Further details will be published as soon as they are available.

Inquiries: CRE 01-215 5319. Ref: CRE 177/77

Industries Assistance Commission reference on metal-working machine tools bounty. A reference has been sent to the Industries Assistance Commission requesting a review of the metal-working machine tools bounty. This reference is in accordance with a suggestion of the Tariff Board in its 1972 report on metal-working machine tools and accessories which recommended a review after five years, of those areas of the industry for which assistance by bounty, or bounty combined with duties, was recommended.

The government has decided to extend the operation of the Bounty Act until 30 June 1979 to allow bounty payments to be continued until the Industries Assistance Commission has presented its report and the government has had time to consider it.

The commission has been asked to submit its report by 31 December 1977, to allow the government sufficient time to consider it and announce a decision well in advance of the closing date of the present bounty arrangement. This provision is needed because of the long lead-time inherent in machine tool production.

Further details will be published as soon as they are available.

Inquiries: CRE 01-215 5319. Ref: CRE 176/77

Further information on jewellery and other precious metal wares etc. A notice in *Trade and Industry*, 8 October 1976 reported a reference to the Industries Assistance Commission on the question whether assistance should be given to the production in Australia of pearls, precious and semi-precious stones goods of precious metal jewellery, imitation jewellery and other precious metal wares.

The commission is now in a position to proceed with this inquiry and persons who are interested in submitting evidence, who have not yet notified their intention to be witnesses, are asked to advise the commission immediately.

The location and time of the public hearing will be published as soon as it is available.

Inquiries: CRE 01-215 5319. Ref: CRE 1730/76

Industries Assistance Commission reference on agricultural wheeled tractors exceeding 105kW. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be accorded the production in Australia of agricultural, wheeled tractors exceeding 105kW at the power take-off and derivatives thereof and, if so, what should be the nature and extent of any such assistance.

UK firms or trade associations intending to submit evidence at the public hearing, the date and location of which will be published as soon as it is known, should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: 01-215 5319. Ref: CRE 175/77

Controls on overseas borrowing. The Australian Treasurer has announced a number of measures, to apply from 17 January 1977, to restrict overseas borrowing but at the same time permit the continua-

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Do *you* understand this? No?

But this is the language of your customers in the Arab-speaking countries of the Middle East. Pay them the compliment and essential courtesy of addressing them in their own language. Use our well-established journal *in Arabic* to develop the great potential for your exports to the Middle East.

Use 'ANGLO-ARAB TRADE', the only journal *exclusively* promoting *British* technical and commercial interests and the development of *British* exports to the Arabic-speaking countries.

All enquiries resulting from your advertisement translated free of charge. Advertisement rates include translation into Arabic.

'ANGLO-ARAB TRADE' in *Arabic,* established 1947.

Send for a specimen copy to:

British Industrial Publicity Overseas Ltd.,
Walter House, Bedford Street,
London WC2R 0QB
Telephone: 01-836 9058/9/0 and 3685.

ENCIRCLE TI 369 ON PAGE 342 FOR FURTHER INFORMATION

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

ENCIRCLE TI 375 ON PAGE 342 FOR FURTHER INFORMATION

COMMERCIAL OPERATIONS IN EUROPE

THE LONDON HILTON – 13th & 14th APRIL 1977

A conference organised by the Faculty of Laws, Queen Mary College, University of London

The conference will examine in detail the legal and U.K. tax and accounting position of a British firm establishing or engaged in typical commercial transactions within the E.E.C. Among the matters with which such a firm must be able to deal are

* the right to establish a business, how this is protected by E.E.C. law, and what practical difficulties arise.
* the legal, tax and accounting implications of using an agent or a foreign subsidiary, or entering a joint venture
* the exporter's security for payment
* the adequacy of insurance against export risks
* the position of a bank or other financial institution advancing against the security of imported goods
* the effect on British business of the European Convention on Jurisdiction and the Enforcement of Judgments
* how new E.E.C. measures may affect international transactions in Europe.

The Faculty has drawn a large team of experts both from the U.K. and overseas to contribute to the conference, including practising and academic lawyers, legal advisers in industry, accountants, bankers, businessmen and Government and E.E.C. officials. Delegates will receive not only sets of full-length papers, but collections of conference papers revised in the light of questions and discussions at the conference itself.

Conference Directors: Professor K. R. Simmonds and Professor R. M. Goode. The Hilton offers reduced rates for accommodation for conference delegates. Early booking is advised.

REGISTRATION FORM

Name ..... Telephone No. .....

Company, firm or organisation ..... Position .....

Address .....

Please reserve ..... places for the Conference on Commercial Operations in Europe for which remittance is enclosed of £.....
(£95 per person plus V.A.T., covering two days' attendance, morning coffee, luncheon, afternoon tea, and documentation). Remittances, payable to Queen Mary College, should be sent to the Conference Organiser, Mr. John Yelland, Faculty of Laws, Queen Mary College, Mile End Road, London E1 4NS (01-980 4811 ext. 309), to whom all inquiries should be addressed. A V.A.T. invoice will be sent to each registrant with the confirmation of registration.

ENCIRCLE TI 377 ON PAGE 342 FOR FURTHER INFORMATION

tion of longer-term borrowing for high priority capital investment purposes. Following the devaluation of the dollar there had been an apparent private capital inflow of almost $A600 million during December 1976 and in order to avoid the inflationary effects of further vast inflows of capital, the government has introduced the following measures:

1 Embargo on short-term borrowings: The existing embargo on overseas borrowings of less than six months has been extended to apply to borrowings of less than two years.
2 Modified variable deposit requirement (VDR) scheme: the VDR scheme has been reactivated in a modified form. Those borrowing overseas for two years or more, for purposes other than exempt capital investment, will be required to lodge a non-interest bearing deposit with the Reserve Bank initially equal to 25 per cent of the borrowing, for a maximum period of three years.
3 Tightening of existing controls: There will be a tightening of controls presently applying to the timing of payments for, and receipts from, certain international transactions. This will restrict the future scope for leading and lagging in respect of such transactions.

Inquiries: CRE 01-215 5318/9. Ref: CRE 36473

Further information on the Industries Assistance Commission inquiry into the Australian fish harvesting and processing industry. A notice in *Trade and Industry*, 22 August 1975, reported a reference to the Industries Assistance Commission on the question whether assistance should be accorded the Australian industries engaged in the harvesting and processing of:

1 Fish in respect of the production of goods of a kind falling within items 03.01, 03.02, 05.05, 16.03 and 16.04 of the customs tariff, and
2 Crustacea and molluscs in respect of the production of goods of a kind falling within items 03.03 and 16.05 of the customs tariff,

and if so, the nature and extent of such assistance.

Public hearings on part 1 of this inquiry were held during 1976 and the commission is now seeking submissions from all interested parties on part 2. Intending witnesses are requested to forward their evidence to the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600 Australia, by Monday, 21 February 1977.

Inquiries: CRE 01-215 5319. Ref: CRE 1556/75

Bahamas

Manufactured tobacco: government health warning. By SI no. 130 of 1976, the Bahamas authorities have announced that, as from 3 January 1977, any advertisement for manufactured tobacco intended for smoking must include a clearly legible warning as follows:

Warning – Tobacco smoking may cause heart disease or lung cancer among other diseases.

With effect from 1 June 1977, imported cigarettes will have to be contained in a package bearing a health hazard warning.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Import licence suspensions for 1977. Cacex Comunicado 574, published on 20 December 1976, extended the regime of suspension of import licences until 31 December 1977 and issued a list of goods affected. Basically the new list is that used last year and published in comunicado 556 to which there have been some additions and from which some of the exceptions have been deleted.

Exporters wishing to know if their products have been affected should contact OTAR 01-248 5757 ext. 476/474.

Patent and trademark licensing. The present Brazilian code of industrial property (law 5772 of 1971) requires that all acts or contracts which involve transfer of technology must be recorded with the National Institute of Industrial Property (Brazilian Patent Office). If the agreement calls for any remittances abroad it must also be recorded with the Central Bank of Brazil.

Under the Normative Act 015 of 1975 one of the purposes of recording a patent and trademark licence agreement with the Brazilian Patent Office is to prove the effective working of the granted patent or the effective use of the registered trademark in Brazil. Working or use by an unrecorded licensee of an issued patent or of a registered trade mark shall not be sufficient to protect the patent or trademark against cancellation on the basis of non-use. If the patent or trademark licence agreement calls for remittance of royalties it must also be recorded with the Central Bank of Brazil.

One aspect of the Normative Act is that it shall be a basic term of the licence that the licensee shall be given the option of using his own trademark or publicity slogan together with that of the licensor on the goods covered by the licence, and that the licensee may use separately the mark or slogan so used on goods or services other than those of the licensor.

It is hoped that further explanatory information will be published in the future.

Inquiries: Patent Office tel. 01-405 8721 ext. 3243.

Taxes. Decrees 78.911 and 78.976, published on 7 and 20 December 1976 respectively, made alterations to the manufactured goods tax (IPI) as follows:

Chapters 50 to 57 inclusive – 3 per cent
Chapter 58 – 6 per cent
Heading 59.01 – 3 per cent
The remainder of chapter 59 – 6 per cent
Chapters 60 to 62 inclusive (with the exception of heading 62.03) – 4 per cent

Decree-law 1502, published on 23 December 1976, increased the ports improvement tax to 3 per cent on imported goods.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference prices. The following reference prices have been established by Custom Policy Council resolutions:

Tariff no.	Products	Unit	Reference price US $
29.35.99.00	Mebenzadol		152
30.01.06.00	Gamma globulin in a concentration of 100 per cent In concentrations less than 100 per cent the price is calculated proportionally	kg	2,139
30.03.08.00	Gamma globulin Price is calculated per kilo of active ingredient	kg	3,486
30.03.08.00	Gamma globulin immune against pertussis Price is calculated per kilo of active ingredient	kg	8,422
84.61.03.02	1 Pressostatic expansion valves, not having a thermostatic bulb:	each	7.10
	1.1 Having an entry connection of 6.35mm and exhaust connection of 12.70mm	each	
	2 Thermostatic expansion valves, having a thermostatic bulb:	each	
	2.1 Having an entry connection of 6.35mm and an exhaust connection of 12.70mm or less	each	9.60
	2.2 Having an entry connection of 9.525 mm or 12.70mm and an exhaust connection of 15.875mm	each	12.10
84.61.03.01 and 84.61.03.99	Valves of the type used in aerosol containers	1,000 units	60
82.03.02.00	Pincers	kg	178.00
82.04.22.00	Special tools for watch-makers	kg	75.00
90.13.02.00	Magnifying glasses	kg	5.90

Inquiries: OTAR 01-248 5757 ext. 474/476.

Duty reduction on morphine. Customs Policy Council resolution 2899, published in the *Diario Oficial of* 23 December 1976, reduced the import duty on morphine, of tariff heading 29.42.35.00, from 15 per cent to 0 per cent for a period of one year dated from the date of publication. The concession lapses on 23 December 1977.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty exemptions on asbestos. Customs Policy Council resolution 2906, published in the *Diario Oficial* of 11 January 1977, exempted from import duty a quota of 27,017 tonnes of chrysotile-type asbestos, having a fibre content between types 4R and 6D on the Canadian classification and also of crocidolite and amosite, having a fibre content between 3K and 4T on the Canadian classification. The tariff number of these goods is 25.24.02.00. The concession is valid until 30 June 1977.

Inquiries: OTAR 01-248 5757 ext. 474/476.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Central African Empire

Change of title. The government has received formal notification that the former Central African Republic is now to be known as the Central African Empire. The head of state is officially to be known as Emperor Bokassa 1.

Inquiries: CRE 01-215 5334.

Colombia

Tariff amendments. Decree 2465, 29 November 1976, states that, as a result of the approval by the Andean Pact countries of decision 91 – the sectorial programme for the development of the petrochemical industry – certain amendments are required to various parts of the Colombian tariff:

Items are added to the following tariff headings:

27.10, 28.13, 29.01, 29.02, 29.06, 29.08, 29.13, 29.15, 29.27 and 38.19

Texts and duties of items within the following tariff headings have been changed:

28.14, 29.30, 34.02, 39.01, 39.02, 39.03, and 40.02

The duties on existing items in the following tariff headings are amended:

29.01, 29.03, 29.04, 29.05, 29.08, 29.11, 29.13, 29.14, 39.19, 39.01, 40.05, 56.01, 56.02 and 56.04

Inquiries: OTAR 01-248 5757 ext. 474/476.

Denmark

Regulations on the use of PVC in contact with foodstuffs. The State Food Institute of the Danish Ministry of the Environment has declared that the regulations due to come into force on 1 January 1977 (details were published in *Trade and Industry*, 17 December 1976, page 810) are not expected to be implemented until mid-1977. Further details will be published when available.

Inquiries: OTAR 01-248 5757 ext. 7174.

Finland

Ban on advertising of tobacco and tobacco products. The Finnish authorities have announced in law 693 of 1976 that advertisements for tobacco, tobacco products, imitation tobacco products and smoking appliances, and other promotion directed at consumers, and their association with advertisements for other products, or services, or other sales promotion are prohibited.

These prohibitions will not apply to advertisements in foreign publications whose contents are not concerned specifically with the promotion of these goods.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Greece

Import licences. According to the Greek press of 9 January 1977 import licences for flattened wire of choice steel under tariff heading 73.12 A7a are to be issued without restriction.

Inquiries: OTAR 01-248 5757 ext. 439.

India

Iron and steel (import liberalisation). The government of India has placed 23 items of iron and steel on open general licence. Of these, six items will be channelled through Steel Authority of India Ltd (Sail). The balance items can be imported by actual users.

Copies of the open general licence no. CVI detailing items are available to British exporters from OTAR 01-248 5757 ext. 420/475/7062.

Commercial drugs (import liberalisation). The government of India has placed 244 drug items on open general licence. These materials may only be purchased in bulk unprocessed form by actual users who are registered with the appropriate authorities for use in their own units.

Copies of the open general licence no. CV are available to British exporters from OTAR 01-248 5757 ext. 420/475/7062.

Indonesia

Correspondence with East Timor. The administration of the Republic of Indonesia states that it is now able to forward from the Jakarta Office of Exchange correspondence from abroad intended for East Timor. It is provisionally limited to unregistered LC (letter post items) air mail addressed to Dili and Pante-Makassar (Oe-Kusi).

Inquiries: CRE 01-215 5253.

Regulations for import of medicine raw materials. The Indonesian Minister of Health has announced with effect from 18 November 1976 new regulations for the import of medicine raw materials. Medicine raw materials can be imported only by licensed wholesale medicine raw material distributors/traders and by pharmaceutical plants who have licences to import for their own use.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

New regulations for the import of textiles. The Indonesian Minister of Trade has announced with effect from 1 January 1977 new regulations for the import of textiles except those under headings CCCN (formerly BTN) numbers 51.04.10, 51.04.12, 55.07.25, 55.07.45, 55.09.20.

When the letter of credit is opened which must be a banker's letter of credit, importer must deposit:

1 100 per cent of the value of goods.
2 Advance payment of import duty in full.
3 A financial guarantee for 100 per cent of total letter of credit value to be paid on importer's account. This will be blocked by bank until entry of goods is completed. If there is evidence that goods were smuggled the guarantee will be forfeited to Indonesian authorities. The importer must use his own funds. Bank credit is not permitted.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iran

Warehousing. The Ministry of Commerce has stipulated that all goods must be cleared from warehouses within four months of unloading. Until recently this time limit was not being rigidly adhered to but the customs authorities are emphatic that the four months maximum storage limit is now being strictly enforced.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Israel

Food colourants. The following addition has been made to the schedule to the Public Health Regulations (Food Colourants) 1963 and as such the colours listed below will now be permitted in foodstuffs.

D Other food colouring
Other food colouring no. 1
CARAMEL COLOUR
Synonyms: Caramel, caramel colouring, burnt sugar, burnt sugar colour, burnt sugar colouring.
Specification: Caramel is a substance produced from carbohydrates fit for human consumption after having been subjected to a well-controlled heating process; it is permissible to add to the carbohydrates tiny quantities of acids, bases or other ancillary substances, including acetic acid, citric acid, phosphoric acid or sodium hydroxide; it is forbidden to add amino acids or ammonia compounds.
Other food colouring no. 2
CARAMEL COLOUR – AMMONIA PROCESS
Synonyms: Caramel, caramel colouring, beverage caramel.
Specification: Caramel – ammonia process is a substance produced from carbohydrates fit for human consumption after having been subjected to a well-controlled heating process; this process can be held in the presence of tiny quantities of ammonia compounds, with or without ancillary substances.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Italy

Exchange control. The Italian *Gazzetta Ufficiale*, 24 December 1976, published ministerial decree 23 December 1976 announcing the gradual reductions in the 7 per cent surcharge on foreign exchange purchases (see *Trade and Industry*, 7 January 1977, page 49). Copies of the decree, in Italian, are available from OTAR 01-248 5757 ext. 466/467/288.

Value added tax. The *Gazzetta Ufficiale* 342, 24 December 1976, published a decree law 852, 23 December 1976, extending until 31 December 1977 the reductions in the rates of IVA (Italian VAT) to 1 per cent, 3 per cent and 6 per cent for certain foodstuffs, and to 6 per cent for most textiles and textile goods. The reduction to 6 per cent for petroleum products destined for use in agriculture or for fishing in inland waters is similarly extended.

The decree law also deals with the payment by registered persons of IVA, and with IVA returns.

Copies of the decree law, in Italian are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Madagascar

Business visits. British businessmen planning to visit the Democratic Republic of Madagascar are reminded of the need to ensure they have a valid passport and visa before they leave the UK. The latter can only be obtained from accredited Malagasy embassies or consulates; no visitor without a visa on arrival will be permitted to land.

There is no Malagasy embassy in London, but visas can be obtained from the Consulate Section of the Malagasy Embassy, 7 Boulevard Suchet, Paris 16, France, tel. 504.18.16. Early application is advised.

Inquiries: CRE 01-215 5334.

Malta

Import licensing control. Legal notice 12 of 1977 published in the Malta *Government Gazette*, 18 January 1977, added the following goods to the list requiring an import licence.

Adding machine and calculator paper rolls (coils)
Gummed Kraft paper in rolls (gummed tape)
Kitchen towels
Telex paper rolls in one ply
Immediately after the end of the item 'Batteries for motor vehicles and marine craft' insert the words 'and plates therefor.'

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Nigeria

Promotion of Nigerian Enterprises. The Nigerian Enterprises Promotion Decree 1977 – decree 3 – was published on 13 January 1977.

The decree lists enterprises which are to be reserved exclusively for Nigerians and others where 60 per cent or 40 per cent Nigerian equity participation is required.

The date of compliance will be 30 June 1977 in a very few cases and 31 December 1978 in all others.

The decree affects all companies with, or contemplating, investment in Nigeria. Copies of the decree are available from Commercial Relations and Exports Division, 1 Victoria Street, London, SW1 tel. 01-215 3064/3338.

Extension of 1976 import licences. Government notice 1621 was published in the Federal Republic of Nigeria *Official Gazette*, 23 December 1976. It reads:

In exercise of the powers conferred by section 3 (3) (C) of the Import Prohibition Order 1976, the Import Licensing Authority hereby gives notice for the information of the general public as follows:
1 The duration of all unused or partly used Import Licences issued in 1976 is hereby extended for a period of three months, ie from 1 January 1977 to 31 March 1977.
2 The effect of this notice is that importers are hereby permitted to make shipment in respect of Import Licences issued in 1976 up to 31 March 1977. Such licences should NOT be sent to the Federal Ministry of Trade for endorsement. The Board of Customs and Excise will allow the importation of the goods concerned on presentation of the requisite 1976 import licences and the necessary documents showing that shipment had been made not later than 31 March 1977.

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Enterprises Promotion Board. The following notice was published in the Federal Republic of Nigeria *Official Gazette*, 30 December 1976:

NIGERIAN ENTERPRISES PROMOTION BOARD
1 Pursuant to section 7 of the Nigerian Enterprises Promotion Decree no. 4/1972, the Nigerian Enterprises Promotion Board hereby directs that all enterprises, wholly or partly owned by aliens, incorporated under the Companies Decree 1968 or registered under the Registration of Business Names Act 1961 as the case may be, should in their own interests complete in duplicate the Nigerian Enterprises Promotion Board 'Preliminary Data Form I, 1976' and return, one copy to the Secretary, Nigerian Enterprises Promotion Board, 15 and 19 Keffi Street, South-West, Ikoyi, PMB 12553, Lagos and one copy to the relevant State Committee, c/o Ministry of Trade and Industry of the State in which they are located.

A copy of the form is available from the Commercial Relations and Exports Division, 1 Victoria Street, London, SW1 tel. 01-215 3064/3338 and all affected enterprises are advised to make out sufficient copies of the above-mentioned form, complete and return same as early as possible so as to reach the Secretariat of the Nigerian Enterprises Promotion Board and the relevant State Committee not later than 28 February 1977.

Enterprises which have had previous records and/or correspondence with the Nigerian Enterprises Promotion Board are advised to quote, on the top right-hand corner of the form, the appropriate Nigerian Enterprises Promotion Board reference number.

Inquiries: CRE 01-215 3064/3338.

Philippines

Changes in import duty. Following publication of executive order 476 issued by the president of the Philippines, changes have taken place in the import duty imposed on certain commodities with effect from 5 January 1977: The tariff headings affected are: (CCCN)

05.04; 07.05; 09.06-10; 12.03; 21.06; 25.17; 28.20; 38.17; 39.01-07 (only Millipore filters affected); 40.09-14; 48.15-21; 49.08; 51.01; 55.05; 58.09; 59.11-13-14; 60.01; 64.02; 69.05; 70.06-14; 76.03; 84.21; 85.05; 90.18; 92.01-02-03-04-05-06-07-10; 95.08; 98.03-04

Details of the changes (mostly reductions) are obtainable from OTAR 01-248 5757 ext. 468/469/401.

Singapore

Chlorine. It has been announced by the Singapore government that chlorine (CCCN, formerly BTN, 28.01.100) is subject to import licensing with effect from 8 January 1977. It is understood that no licences will be issued.

Inquiries: OTAR 01-248 5757 ext. 401/469/468.

MACHINERY PACKING
PLANT MARSHALLING
TRANSPORT AND STORAGE
SHIPPING

MIDDLE EAST PROBLEMS?

We offer: T.I.R. — Ro, Ro — Conventional and combination services on through bills of lading to all MIDDLE EAST destinations

FULL LOADS — GROUPAGE — ABNORMAL LOADS

All with the hall-mark of **TRANSITEX** service **PLUS** competitive rates

TRANSITEX EXPORT SERVICES LTD. 0253-737310
DOCK RD., LYTHAM, LANCS. Telex 67400

ENCIRCLE TI 376 ON PAGE 342 FOR FURTHER INFORMATION

ARAB
COMMUNICATIONS
offers a complete service for communicating with the Arab world in Arabic

AC

- will help you select the best marketing strategy and promotion campaigns.
- offers you ready-made media for carrying your message to the decision-makers and buyers of the Arab world.
- will translate all your material from English or French into Arabic.
- will design, typeset and print all your Arabic material.
- can provide you with lists of all top people in the Arab world.
- maintains a vast library and documentation centre to provide you with all information and statistics you need

ARAB
COMMUNICATIONS
is a complete service

Write or telephone if you would like to have more details or a quotation for a specific assignment, or make an appointment so that we can discuss the many ways in which we could make your life easier.

Mohammed Kabarday, General Manager
ARAB COMMUNICATIONS
63 Long Acre, London WC2E 9JH. Tel: 01-836 8731
Cables: Machrak London WC2. Telex: 8811757

ENCIRCLE TI 368 ON PAGE 342 FOR FURTHER INFORMATION

'Let us handle your economic statistics needs'

MICRO ECONOMIC PROJECTS introduce a new service providing a rapid response to your economic data needs in Western Europe, the U.S.A. and Japan.

Whether you require ad hoc economic statistics or are building up a data bank you can save a lot of time, effort and money by contracting out to the specialists.

As trained economists we will understand your specification and know where to look.

PLEASE CONTACT:
MICHAEL ZOLA, Manager, Micro Economic Projects,
P.O. Box 58, Wembley, Middlesex HA0 2UF
Telephone 01-904 6559

ENCIRCLE TI 374 ON PAGE 342 FOR FURTHER INFORMATION

Advertising in 'Trade and Industry'

All advertising in *Trade and Industry* is handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6264 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office.

Her Majesty's Stationery Office handle all circulation and distribution matters and subscription inquiries, and queries should continue to be addressed to them.

Spain

Duty suspended on raw cocoa beans. The Spanish *State Gazette*, 19 January 1977, published royal decree 3093/76 of the Ministry of Commerce extending the suspension of import duties to be paid on raw cocoa beans, tariff heading 18.01.A, valid from 21 December to 20 March 1977.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Registration of alcohol. The Spanish *State Gazette*, 28 December 1976, published an order issued by the presidency of the government, with special regulations on the use of different types of alcohol, to ensure that alcohol other than ethyl alcohol is exclusively used for industrial purposes. To this effect, manufacturers, processors and end users, importers and stockists, shall keep a register with the following details:

Manufacturers
1 Date, type of alcohol, quantity produced.
2 Date, type of alcohol, quantity sold, buyer and activity.

Processors and end users
1 Date, type of alcohol, quantity received, supplier and activity.
2 Date, alcohol used (type and quantity), product obtained (type and quantity) and end user activity.

Importers and stockists
1 Date, type of alcohol, quantity received, origin (supplier and activity).
2 Date, type of alcohol, quantity sold, buyer and activity.

Copies of the Spanish text are available from OTAR 01-248 5757 ext. 462/471/472/473.

Sri Lanka

Further information on the 1977 budget. Confirmation has been received that after the withdrawal of Commonwealth tariff preferences on 31 March the general rate of duty will apply to goods from all countries.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 10 January 1977.

No.		Rate of duty Excise	Customs
R.38	Item 105.05		
.10	Petrol and aviation spirits	8,912c per 1,000 litres	8,912c per 1,000 litres
.20	Aviation kerosene, power kerosene and illuminating or heating kerosene	9,733c per 1,000 litres	9,733c per 1,000 litres
.30	Distillate fuels (for example, gas, oil and diesel oil)	9,733c per 1,000 litres	9,733c per 1,000 litres
.40	Residual fuel oils	9,733c per 1,000 litres	9,733c per 1,000 litres
	Item 105.10		
.10	Petrol, aviation spirit and aviation kerosene	9,825c per 1,000 litres	9,825c per 1,000 litres
.20	Power kerosene and illuminating or heating kerosene	9,733c per 1,000 litres	9,733c per 1,000 litres
.30	Distillate fuels (for example, gas oil and diesel oil)	9,733c per 1,000 litres	9,733c per 1,000 litres
.40	Residual fuel oils	9,733c per 1,000 litres	9,733c per 1,000 litres
	Item 105.15		
.10	Liquefied commercial propane butane or mixtures thereof	740c per 100 kg	740c per 100 kg
	The duty on certain petroleum products is increased in the extents indicated above.		
R.39	No 27.07, 27.10 and 29.01. The duty on certain petroleum products is increased by 2,000c per 1,000 litres indicated below.		
	27.07.90 Other	9,916c per 1,000 litres	(General)
	27.10.90 Other	9,916c per 1,000 litres	(General)
	29.01.60 Benzene, toluene, xylene, hexane, heptane, octane	9,916c per 1,000 litres	(General)

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Hazardous Substances Act 1973. It has been announced in Notice R2518 in the South African *Government Gazette* 5364, 24 December 1976, that the Minister of Health has declared the following electronic products to be Group 3 hazardous substances:

1 Diagnostic X-ray units
2 Therapeutic X-ray units
3 X-ray units used for industrial, research, educational or any other purposes
4 Electron accelerators
5 Heavy particle accelerators
6 Neutron generators

Notice 272 in the same *Gazette* also states that the Minister of Health has declared that the provisions of the act relating to Group 3 hazardous substances shall come into operation with effect from 24 December 1976.

Inquiries: CRE 01-215 5274.

Trinidad and Tobago

Purchase tax amendments. By GN 195 of 1976, the Trinidad and Tobago authorities have amended certain rates of purchase tax levied on the duty-paid value of many goods.

The rate of tax has been reduced on some goods, such as ammunition, marine engines of 35 hp and under, electric and non-electric apparatus and appliances, boats and ships of 35 ft and under, travel goods, record players, amplifiers and speakers, records and tapes.

Purchase tax is no longer payable on certain goods including preparations of milk, cream, cocoa, coffee and tea, perfumes, toiletries and cosmetics, textile yarns and fabrics, knitted goods, household articles of stoneware, base metals and plastic, lawnmowers, parts for radios, televisions, gramophones, refrigerators, and electrical and non-electrical appliances, accumulators and batteries, umbrellas, playing cards, fountain pens and propelling pencils.

The rate of purchase tax on handbags, wallets, purses, pocketbooks and similar articles of all materials has been increased from 7½ per cent to 10 per cent.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

United States

Consumer Product Safety Commission: refuse bins. The *Federal Register*, 7 January 1977, published rules proposed by the Consumer Product Safety Commission to ban refuse bins which were unstable and of more than 1 cu yd capacity. The ban would be enforced nine months after publication in the *Federal Register*. Written comments (five copies) should be sent to Consumer Product Safety Commission, 1111, 18th Street, NW 3rd Floor, Washington DC, 20207, by 7 February 1977.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Food additives: saccharin and salts. The *Federal Register*, 7 January 1977, published interim rules proposed by the Food and Drug Administration for saccharin and its salts to establish a tolerance for toluensulfonamide of 25 parts per million. Written comments (five copies) should be sent to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857, by 8 March 1977.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Imports of speciality steels under quota. Further to the notice which appeared in *Trade and Industry*, 28 January 1977, the following table, derived from statistics made available by the US Customs Service, shows the products which are subject to quotas, the US quotas on imports from the EEC for the 12 months 14 June 1976 to 13 June 1977, and US imports of the products concerned from the EEC during this period, as at 14 January 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1976 to 13 June 1977	US imports during this period as at 14 January 1977
Sheet and strips of stainless steel (item 923.20)	31,600,000	22,504,083
Plates of stainless steel (item 923.21)	5,800,000	5,462,654
Bars of stainless steel (item 923.22)	5,000,000	526,672 (adjusted total)
Wire rods of stainless steel (item 923.23)	14,800,000	Quota filled
Bearing steel (item 923.25)	7,000,000	1,915,812
Alloy tool steel (item 923.26)	6,800,000	5,477,894

Inquiries: CRE 01-215 5629.

Overseas trade exhibitions

Fresh evidence of UK interest in US furniture market

From D. H. Cooper, British consulate, Dallas

The historic words 'the British are coming' were used by the United States Southwest Homefurnishings Association as the opening for the special article in the show issue of their quarterly magazine devoted to the first British participation in one of the major furniture markets held annually at the Dallas Market Center.

The Dallas Winter Homefurnishings Market held from 16 to 21 January was the setting for a joint venture of seven furniture manufacturers sponsored by BFM Exports Ltd and the Department of Trade. Displays ranged from the traditional, reproduction furniture already so highly regarded in the United States, produced by Bevan Funnell Ltd – for long the major British furniture exporter to the United States – Abbeycraft/House of Scott, D&J Cleanline and Jans of London to the crisp, colourful modern designs of Pieff Ltd. This group was joined by five British manufacturers of contract furnishing goods, sponsored by the Contract Furnishing Association, for the concurrent contract/design show held within the same areas of the Dallas Market Center.

The successful mounting of this joint venture provided fresh evidence of British manufacturers' interest and place in the United States market, which is highly-competitive, difficult to penetrate and therefore dependent on sustained effort by exhibitors and sponsors alike. The United States is already the major market for British furniture exports and there is obvious determination among British manufacturers to see that it remains so – further joint ventures such as this will help to ensure that it will.

The opening ceremony in Seoul: Mr W. S. Bates, British ambassador (third from left) and Mr Chang Yie-Joon, South Korean Minister of Commerce and Industry (fourth from left).

Gauge and toolmakers take the plunge in Korea

From P. Fluck, British Embassy, Seoul

The first ever exhibition organised in South Korea by Britain or, indeed, any other European country, took place in Seoul from 17 to 22 January. The Gauge and Tool Makers Association, encouraged by their successful mission to Korea in 1975, were keen to be first to take the plunge and their confidence proved to be well-founded. The exhibition was organised in conjunction with the British Overseas Trade Board.

Thirteen of the association's members, together with Lloyds Bank who will shortly be opening a branch in Seoul, displayed their precision measuring instruments and tools at the purpose-built exhibition centre of the Korea Society for the Advancement of Machine Industry.

The record of those who visited the exhibition suggests that almost every worthwhile potential Korean customer sent both executive and engineering representatives to examine the equipment on display. A total of 2,600 visitors attended and as a result of the successful publicity for the event those visitors generated no fewer than 2,100 serious inquiries.

There were buyers for nearly every item on display and orders confirmed on-the-spot totalled £40,000, with exhibitors confident that orders in excess of £600,000 will be obtained during 1977.

The minister of commerce and industry, Chang Yie-Joon, in company with six Korean industrial leaders, opened the exhibition on 17 January and from then on exhibitors were continuously busy. One experienced British exporter remarked that the first day of the exhibition was the most successful he had ever known.

The success of the venture has demonstrated very clearly the willingness of rapidly expanding Korean industry to purchase British equipment: particularly that which is brought to their attention through a carefully-chosen exhibition backed up by personal visits from manufacturers and vigorous local representation.

£73 Leipzig Fair

plus 2% Govt surcharge

ONE DAY VISIT FULLY INCLUSIVE

Wednesday 16 March 1977 by BAC 1-11 Aircraft

EARLY BOOKING ESSENTIAL

Get details fast from
LEIPZIG FAIR AGENCY Dept TI
19 Dover Street, London W1X 3PB
01-493 3111 or
WAKEFIELD FORTUNE 01-387 5745

ENCIRCLE TI 373 ON PAGE 342 FOR FURTHER INFORMATION

Overseas trade export services

RAC offers complete insurance scheme for international hauliers

An extensive insurance plan for international road hauliers has been introduced by the RAC.

Under the 'Six Point Plan', the RAC is offering vehicle and third party cover for Europe and the Middle East; legal expenses and bail bonds cover; personal accident, medical expenses and driver repatriation/replacement insurance and cover against goods-in-transit liabilities under CMR, along with its existing insurance indemnity facility for vehicle carnets.

The plan has been devised in conjunction with international road haulage insurance specialists, R. L. Davison and Co and is placed predominantly through the Lloyd's market.

Included under the 'Six Point Plan' is the extension of water-borne cover under vehicle insurance to cater for the increasingly popular method of sending trailers and accompanied vehicles to the Middle East by direct ro-ro services, and the provision of legal expenses insurance of up to £10,000 for a single claim and up to the same amount for bail provision.

The welfare of drivers, and firms' costs in repatriating and replacing sick or injured drivers abroad, are catered for with £2,000 provided for medical expenses, personal accident benefits to a maximum of £1,000 and a further £1,000 and £500 respectively for repatriating and replacing drivers.

Reader service 26.

UAE on direct line

The programme to make all of the United Arab Emirates accessible on the phone by self-dialing from Britain was completed when over the weekend of 22 and 23 January Ras Al Khaimah came on the 'direct line'.

The Arab state is the 47th country that UK telephone users with overseas direct dialling facilities can now dial direct.

Large-scale extensions to the international direct dialling (IDD) system have in the last six months added 20 countries to those that can be dialled direct from the UK. Other Middle East countries available on IDD are Iran, Iraq, Kuwait, Oman, Saudi Arabia and the six other United Arab Emirates – Abu Dhabi, Dubai, Sharjah, Umm Al Qaiwain, Fujairah and Ajman.

Reader service 27.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Middle East induction course

Bernard Butler, who has worked and lived in the Middle and Far East for 14 years has produced an in-company induction course designed to make visitors more confident and effective as soon as they disembark in the Middle East. The course which lasts five days, practises colloquial arabic, it introduces Islam together with a brief history of the Middle East and an explanation of Arab attitudes and traditions.

Courses are personally presented by Mr Butler who is prepared to travel to any part of Britain for the purpose.

Ideal classes comprise about 12 people. Mr Butler explains that in addition to catering for the needs of the medium and large-size companies the course will be of interest to chambers of commerce and export groups. The course, Mr Butler says, is also of benefit to UK-based support staff increasing their sense of involvement in the Middle East export drive.

Reader service 28.

Water skates move heavy loads

A loading operation involving a 133-ton locomotive which took place at Le Havre was the first to use water skates to transfer cargo from the dockside directly into the stern of a roll-on/roll-off container ship.

The skates, a recent British development operate on the hovercraft principle using water instead of air, are manufactured by Air Cushion Equipment. They are operated and marketed worldwide by Lifting Services International, London, a division of Taylor Woodrow Construction Ltd.

The operation at Le Havre was the result of pioneer work carried out to investigate the use of water skates as an aid for loading heavy cargo into ro-ro vessels by the ACL division of Compagnie Générale Maritime and International Marketing Services the French agents for Lifting Services International.

The operation used eight skates giving a combined lifting capacity of 320 tons. One of the principal reasons for their use for the Le Havre operation was to meet the requirements of the locomotive manufacturers who requested that the machine should be transported to New York below decks as a complete unit. Water pressure was applied to the skates causing the load to 'float' a few inches from the ground.

Reader service 29.

New magazine to promote Anglo-Iranian trade

An illustrated magazine *Britain Today*, in Farsi and English, prepared by the Central Office of Information for the British Embassy in Iran will be issued six times a year under controlled circulation to key individuals in Iranian government departments, banks, and leading commercial and industrial companies.

Editorially, the magazine will report on British industry, its technology, developments and products. Regular features will include

The 133-ton locomotive on the dockside at Le Havre was transferred by water skates into the ro-ro container ship.

descriptions of new British products available for export; articles on British scientific and technological developments in all industrial fields; and reports on British industrial activities in Iran, including fairs and trade missions.

Some of the future numbers of *Britain Today* will focus on particular branches of trade and industry. The second – March/April – issue, for example, will concentrate on British building and construction, highlighting equipment, materials and system-built buildings produced in Britain. Timed to appear just before the Tehran International Construction Fair, this issue will also feature British exhibitors and their displays.

Reader service 30.

Pandair expansion in Central and South America

Arrangements to provide greatly improved services and facilities in the handling of British exports to South and Central America have been completed by international air-freight forwarder, Pandair.

These include the appointment for the first time of a Pandair agent in Panama and the appointment of one of the largest and most influential air-freight forwarders in Caracas.

Both appointments are on an exclusive basis and, as with all such appointments, will serve Pandair's network on a worldwide basis. Additionally, new System (consolidation) services have been introduced between the UK and the two countries.

In Venezuela, Pandair has terminated its former agency agreement with Clover International and has appointed in their place Aerofletes SA, who will be responsible for handling, breakbulk, customs clearance and sales.

Reader service 31.

Two new container services for Liverpool

Cast Transportation UK Ltd, has chosen Liverpool's Royal Seaforth container terminal for a new direct UK to Canada service.

The Mersey Docks and Harbour Company won the new weekly Cast service in face of competition from other UK ports.

Cast, a Canadian shipping company, has operated its door-to-door Blue Box System between Antwerp and Montreal since 1969. At the Canadian end the service is linked into the company's North American inland transport system.

Cast will continue to operate out of Antwerp, adding Liverpool to its schedules as its only UK call.

Also P&O Strath-Ellerman Services have announced they are adding a container operation from Royal Seaforth terminal to their existing extensive general cargo services to Arabian and Iranian ports.

This new P&O service will start at the end of February with two ships *Strathmuir* and *Strathmay* maintaining a sailing every 20 days.

Reader service 32.

Ferrymasters buy insulated vans for confectionery exports

Ferrymasters, a P and O Unit Loads company, has taken delivery of a further seven insulated TIR semi-trailer vans at a total cost of £45,000.

Designed for door-to-door transport of confectionery, the additional units have been purchased from Freight Bonallack for operation on Ferrymasters' international haulage services to the continent and Scandinavia.

The new insulated vans will play an important part in the shipment of confectionery to the EEC and Scandinavia for Rowntree Mackintosh. One Rowntree Mackintosh product carried is Quality Street, accounting for about a third of their total exports. The group exports to over 100 countries and is actively expanding sales overseas.

Ferrymasters' investment in TIR trailers during 1976 topped £800,000, taking this leading international hauler's investment in wheeled units during the year to more than £1.6 million.

Reader service 33.

New weekly groupage services to US

A number of guaranteed weekly groupage services to the United States have just been launched by Dawson Brothers Shipping. The new services are to New York, Chicago, Los Angeles and San Francisco, giving a coast to coast coverage.

Containers will be sent out each weekend and transit times are estimated to be ten days to New York and 18 to the west coast. Dawson's exclusive operating partners are International Customs Service Inc, one of America's leading freighting organisations. ICS will break down consolidations at each destination and can arrange customs clearance and distribution to consignees both locally and inter-state.

Reader service 34.

Meadows commissions four new US sales liaison offices

Freight forwarders Thomas Meadows and Co has commissioned a network of four new United States sales liaison offices. The new offices are in Boston, Chicago, Los Angeles and San Francisco and thus serve the markets of the north east, mid-west/Great Lakes and Pacific coasts of the United States respectively.

Thomas Meadows says that this presence in key regional cities of the United States north east, mid-west and pacific coast provides new area sales and service bases to develop the westbound services for UK exports.

These new locations will not be acting as customs brokers as this service and other operational facilities are already provided by the existing network of Meadows' United States agents, with whom existing arrangements remain unchanged.

Reader service 35.

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Mike White at T. G. Scott's on 01-242 6264.

Bonded facilities at Heathrow

A further step has been taken in bringing the Heathrow Agents' Bond (ACT) into being. Eight UK freight forwarders have now signed specific letters of intent and made the initial financial commitment to allow the first stage of the project to begin. This follows the presentation and agreement of an overall feasibility study by the facility's managing agents, Butlers Warehousing and Distribution.

This will enable the final stage of the project to be started and immediate work will now be undertaken on the programming of the Laces computer system to include this facility.

Reader service 36.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, ext. 368 or Telex No. 886143).

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,209	10,399	1,807	1,976	£ million		
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,323	−5,220	1,897
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,656	−3,204	1,548
1976		35,571 pe								−1,526	−3,611	2,085
1974 2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−736	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−449	−852	403
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−357	−681	324
3rd qtr.	107	8,776	2,528	416	496	−214	−234	−29	38	−555	−989	434
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−295	−682	387
1976 1st qtr.	109	8,876	2,427	402	460	38	31	23	12	−3	−448	445
2nd qtr.	108	8,812	2,343	408	474	−118	−115	−22	−55	−497	−968	471
3rd qtr.	108	8,928	2,444	411	472	−27	5	3	22	−597	−1,166	569
4th qtr.		8,955 pe								−429	−1,029	600
% change last 2 qtrs. on prev. 2 qtrs.	0.0	+1.1	−1.8	+1.4	+1.1							
on a year earlier	+1.3	+1.2	−4.0	−4.8	−4.5							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices										at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.3	110.0	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2 6	307.0	121.8	133.9
1974	106.4	108.2	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.2	101.7	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2ø	124.9	125.6
1976			107.8 p	103.8 p									135.4 p	134.2 p
1975 2nd qtr.	100.3	100.5	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.6	99.7	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.4	100.4	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128 3	127.2
1976 1st qtr.	102.0	102.0	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.1
2nd qtr.	102.4	103.4	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	136.7
3rd qtr.	101.3	103.2	108.7	97	158.5	13.7	306.8	223.2	218.6	1,307.5	5.5	124.7	133.1	137.2
4th qtr.			108.4 p	106 p									139.8 p	138.7 p
1976 Jan.	101.4	101.8	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	102.6	102.2	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	102.1	102.0	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.3	103.1	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.4	106.2	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.4	101.0	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.3	103.5	108.3	87	156.3	12.9	302.0	219.8	219.0	1,294.6	5.5	117.6	129.9	140.3
Aug.	100.5	102.3	108.9	115	158.5	13.8	304.0	223.4	219.1	1,309.4	5.6	127.5	132.6	131.2
Sept.	102.1	103.9	108.8	88	160.6	14.3	314.4	226.3	219.2	1,318.6	5.6	129.0	136.7	140.1
Oct.	102.5	104.3	107.3	104	163.5	14.7	327.7	230.0	219.5	1,305.4	5.5	126.2 p	140.1	142.6
Nov.	102.6	103.8	109.3	111	165.8	15.0	331.8 p	234.4 p	220.7	..	..	..	136.6 p	142.2 p
Dec.			108½ p	102	168.0	15.1	330.7 p	237.3 p	221.5 p	1,330.0	5.6 e	..	142.6 p	131.4 p
1977 Jan.										1,345.3	5.7 p	..		
% change latest 3 months on prev. 3 months	+1.6	+1.7	−0.3	+9.3	+4.6		+7.6	+4.8	+0.7	+1.5			+5	+1
on a year earlier	+1.8	+3.3	+2.6	+25.3	+14.9		+28.9	+17.4	+13.8	+13.5			+9	+9

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months e estimate

Inquiries: 01-215 3453

Film registration statistics

Film Registration statistics published on 25 January show the number of British, Community (EEC) and foreign films registered during 1976.

The total number of all category registrations was 520 compared with 541 in 1975.

Three hundred and thirty eight 'long' films (over 72 minutes playing time) were registered, three less than in the previous year.

The number of British 'long' films fell from 69 in 1975 to 64.

Table 1. Films Acts 1960-70 registration statistics for the year ended 31 December 1976, summary of registrations (corresponding 1975 figures in brackets)

	Number of films						Registered playing time (minutes)					
	British						British					
Playing time	Quota		Non-quota		Community	Foreign	Quota		Non-quota		Community	Foreign
Over 72 minutes	64 (a)	(69)	—	(1)	72 (59)	202 (212)	6,317	(6,647)	—	(85)	6,640 (5,684)	20,267 (20,706)
33½ to 72 minutes	10 (b)	(13)	—	(—)	7 (9)	9 (16)	495	(679)	—	(—)	436 (558)	581 (977)
Under 33½ minutes	72 (c)	(69)	2	(—)	2 (1)	27 (38)	1,337	(1,276)	37	(—)	21 (18)	266 (467)
Newsreels	53	(54)	—	(—)	— (—)	— (—)	424	(435)	—	(—)	— (—)	— (—)

(a) Includes two films made under the British-French Co-production Agreement, one made under the British-German Co-production Agreement, one made under the British-Italian Co-production Agreement, two from Australia (one of which was made by a government department), two from Canada and two from Hong Kong.

(b) Includes one film which was made by a government department.

(c) Includes four films from Australia and one from Canada all of which were made by government departments.

Table 2. Countries of origin of foreign and community films registered in 1976

	Playing time					
	Over 72 minutes		33½-72 minutes		Under 33½ minutes	
Countries of origin	Foreign	Community	Foreign	Community	Foreign	Community
Belgium	—	—	—	—	1	—
Canada	2	—	—	—	1	—
Denmark	2	1	—	—	—	—
France	3	18	—	3	—	1
Germany (FR)	1	12	1	2	—	1
Greece	5	—	—	—	—	—
Hong Kong	9	—	—	—	—	—
Israel	1	—	—	—	—	—
Italy	2	23	—	—	2	—
Japan	4	—	—	—	—	—
Lebanon	2	—	—	—	—	—
Mexico	1	—	—	—	—	—
Norway	1	—	—	—	—	—
Poland	4	—	—	—	—	—
Romania	1	—	—	—	—	—
Senegal	1	—	—	—	—	—
South Africa	2	—	—	—	—	—
Spain	3	—	—	—	—	—
Sweden	6	—	—	—	—	—
Switzerland	4	—	2	—	—	—
USA	127	—	3	—	18	—
JOINT PRODUCTION						
Austria/Germany (FR)	—	1	—	—	—	—

	Playing time					
	Over 72 minutes		33½-72 minutes		Under 33½ minutes	
Countries of origin	Foreign	Community	Foreign	Community	Foreign	Community
Belgium/France	—	—	—	1	—	—
Belgium/France/Germany (FR)	—	1	—	—	—	—
Belgium/France/Italy	—	1	—	—	—	—
Belgium/Holland	—	1	—	—	—	—
Brazil/France	—	1	—	—	—	—
Canada/Romania	—	—	1	—	—	—
France/Italy	1	7	—	—	—	—
France/Italy/Germany (FR)	1	1	—	—	—	—
France/Germany (FR)	—	2	—	1	—	—
Germany (FR)/USA	—	1	—	—	—	—
Italy/Monaco/Spain	—	1	—	—	—	—
Singapore/USA	1	—	—	—	—	—
Spain/Italy	1	1	—	—	—	—
Spain/Italy/Dominican Republic	1	—	—	—	—	—
Others	16*	—	2†	—	5‡	—
TOTALS	202	72	9	7	27	2

* Includes 10 films made by UK companies and six by Commonwealth companies; application was not made for British registration.

† Includes one film made by a UK company and one by a Commonwealth company; application was not made for British registration.

‡ Includes four films made by UK companies and one by a Commonwealth company; application was not made for British registration.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 28 January 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Under The Bed	BR/E 38945/30/1/82	54	26 January	New Realm Distributors Ltd	Oppidan (UK) Ltd, London
Movietone News 2486	BR/E 38847/30/1/82	8	28 January	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Vanessa	EC 38944/30/1/82	88	26 January	New Realm Distributors Ltd	Lisa Film GmbH, Munich
The Violation Of Justine	EC 38946/30/1/82	85	28 January	Tigon Film Distributors Ltd	Pierson Productions, Paris and ICAR, Rome
When Girls Make Love	EC 38947/30/1/82	86	28 January	Tigon Film Distributors Ltd	Rapid Film GmbH, Munich

AMENDMENT TO THE REGISTER

The title of the film 'Hot Hard And Mean' (F 37451), registered on 7 May 1974, has been amended to 'Chained Women'.

Motor vehicle output in December 1976

Production of cars in the five weeks ending 1 January 1977 of 109,782 units (21,956 per week) was 8 per cent below the December 1975 level. Commercial vehicle output of 31,685 units (6,337 per week) was 9 per cent below the level in December 1975.

In the year as a whole, car output rose by 5 per cent compared with 1975 while output of commercial vehicles fell by 2 per cent although there were 53 working weeks in 1976 compared with 52 in 1975. When allowance is made for this, the rate of production of cars rose by 3 per cent in 1976 while that of commercial vehicles fell by 4 per cent. The rate of production of cars for the home market rose by 3 per cent while that for export rose by 4 per cent. The rate of production of commercial vehicles for the home market fell by 8 per cent while that for export was virtually unchanged.

(The summaries which follow are based on the revised seasonally adjusted figures shown in table 2.)

Cars

Car production in December of 99,000 units was (apart from August) the lowest in 1976, but production during the fourth quarter as a whole was 1 per cent above the rate of production in the third quarter. Between the third and fourth quarters, home market production fell by 6 per cent while production for export rose by 10 per cent.

Commercial vehicles

Commercial vehicle production of 27,400 units was also the year's lowest bar August, but output rose by 1 per cent in the final quarter compared with the third quarter. Output for the home market rose by 6 per cent while that for export fell by 4 per cent between the third and fourth quarters of 1976.

TABLE 1 Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and un-assembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52	1,307,881	613,430	1,921,311	36,948	272,649	135,470	408,119	7,848
1973	52	1,142,216	605,105	1,747,321	33,602	257,574	159,049	416,623	8,012
1974	52	937,932	596,187	1,534,119	29,502	232,373	170,193	402,566	7,742
1975	52	735,532	532,164	1,267,696	24,379	194,319	186,386	380,705	7,321
1976	53	768,481	564,968	1,333,449	25,159	182,554	189,503	372,057	7,020
1975 1st quarter	13	242,571	139,736	382,307	29,408	61,402	46,808	108,210	8,324
2nd quarter	13	145,107	142,664	287,771	22,136	49,650	48,435	98,085	7,545
3rd quarter	13	151,830	117,925	269,755	20,750	39,136	38,724	77,860	5,989
4th quarter	13	196,024	131,839	327,863	25,220	44,131	52,419	96,550	7,427
1976 1st quarter	13	209,955	148,844	358,799	27,600	44,978	48,785	93,763	7,213
2nd quarter	13	205,839	143,677	349,516	26,886	46,510	51,249	97,759	7,520
3rd quarter	13	145,427	108,233	253,660	19,512	36,730	39,225	75,955	5,843
4th quarter	14	207,260	164,214	371,474	26,534	54,336	50,244	104,580	7,470
1975 January	4	79,301	46,278	125,579	31,395	19,997	14,429	34,426	8,606
February	4	84,826	43,032	127,858	31,964	19,669	15,619	35,288	8,822
March	5	78,444	50,426	128,870	25,774	21,736	16,760	38,496	7,699
April	4	57,260	48,895	106,155	26,539	16,866	14,418	31,284	7,821
May	4	35,750	36,423	72,173	18,043	15,879	16,070	31,949	7,987
June	5	52,097	57,346	109,443	21,888	16,905	17,947	34,852	6,970
July	4	39,303	32,345	71,648	17,912	10,995	12,480	23,475	5,869
August	4	40,219	38,525	78,744	19,686	10,117	10,271	20,388	5,097
September	5	72,308	47,055	119,363	23,873	18,024	15,973	33,997	6,799
October	4	60,873	36,246	97,119	24,280	14,964	16,352	31,316	7,829
November	4	65,941	46,021	111,962	27,991	13,994	16,300	30,294	7,574
December	5	69,210	49,572	118,782	23,756	15,173	19,767	34,940	6,988
1976 January	4	56,966	39,432	96,398	24,100	12,051	13,971	26,022	6,506
February	4	68,878	50,913	119,791	29,948	14,468	15,829	30,297	7,574
March	5	84,111	58,499	142,610	28,522	18,459	18,985	37,444	7,489
April	4	54,445	38,281	92,726	23,182	13,209	14,019	27,228	6,807
May	4	76,074	51,169	127,243	31,811	16,122	18,245	34,367	8,592
June	5	75,320	54,227	129,547	25,909	17,179	18,985	36,164	7,233
July	4	56,334	34,350	90,684	22,671	12,389	13,444	25,833	6,458
August	4	32,971	31,801	64,772	16,193	8,871	9,219	18,090	4,523
September	5	56,122	42,082	98,204	19,641	15,470	16,562	32,032	6,406
October	5	82,077	59,240	141,317	28,263	19,947	19,320	39,267	7,853
November	4	67,512	52,863	120,375	30,094	17,922	15,706	33,628	8,407
December	5	57,671	52,111	109,782	21,956	16,467	15,218	31,685	6,337

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh EH2 3AR

TABLE 2 Production – seasonally adjusted

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGE — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1975 1st quarter	78	45	123	20.1	16.2	36.3
2nd quarter	47	45	92	15.7	14.8	30.5
3rd quarter	61	47	108	15.4	15.1	30.5
4th quarter	58	41	99	13.5	16.1	29.6
1976 1st quarter	67	49	116	14.7	16.9	31.6
2nd quarter	68	46	114	15.2	16.2	31.4
3rd quarter	62	44	106	15.0	15.4	30.4
4th quarter	59	48	107	15.9	14.7	30.6
1975 January	79	49	128	21.1	17.1	38.2
February	90	44	134	20.6	16.6	37.2
March	65	43	108	18'6	14.9	33.5
April	65	55	120	17.6	15.5	33.1
May	33	33	66	15.3	14.4	29.7
June	44	47	91	14.3	14.4	28.7
July	56	45	101	14.9	14.7	29.6
August	51	47	98	14.3	15.8	30.1
September	77	47	124	17.0	14.7	31.7
October	58	35	93	14.1	15.9	30.0
November	58	43	101	13.4	16.2	29.6
December	60	44	104	13.1	16.2	29.3
1976 January	58	44	102	13.1	16.8	29.9
February	74	53	127	15.4	17.1	32.5
March	70	50	120	15.6	16.9	32.5
April	65	46	111	14.5	15.9	30.4
May	72	48	120	16.1	16.8	32.9
June	66	46	112	15.1	15.8	30.9
July	82	49	131	17.1	16.0	33.1
August	43	39	82	12.9	14.4	27.3
September	62	44	106	15.0	15.7	30.7
October	64	47	111	15.5	15.4	30.9
November	61	51	112	17.6	16.0	33.6
December	51	48	99	14.6	12.8	27.4
Average of:						
July-Sept. 1976	62	44	106	15.0	15.4	30.4
Oct.-Dec. 1976	59	48	107	15.9	14.7	30.6
Percentage change	−6	+10	+1	+6	−4	+1

Business Monitors

The following titles and issues of Business Monitors are now available.

Production series

Quarterly at £1.00 each per year post free:

PQ218	Fruit and vegetable products for third quarter 1976
PQ271	General chemicals for third quarter 1976
PQ272	Pharmaceutical chemicals and preparations for third quarter 1976
PQ279.2	Formulated adhesives, gelatine, etc for third quarter 1976
PQ321	Aluminium and aluminium alloys for third quarter 1976
PQ336	Construction and earth moving equipment for third quarter 1976
PQ338	Office machinery for third quarter 1976
PQ349.2	Precision chains and other mechanical engineering products for third quarter 1976
PQ365.1	Gramophone records and tape recordings for third quarter 1976
PQ366	Electronic computers for third quarter 1976
PQ393	Bolts, nuts, screws, rivets, etc for third quarter 1976
PQ394	Wire and wire manufactures for third quarter 1976
PQ399.9	Domestic gas appliances for third quarter 1976
PQ411	Production of man-made fibres for third quarter 1976
PQ412	Spinning and doubling on the cotton and flax systems for third quarter 1976
PQ431	Leather (tanning and dressing) and fellmongery for third quarter 1976
PQ472	Wooden furniture and upholstery for third quarter 1976
PQ602	Electricity for third quarter 1976

1973 Report on the Census of Production (price including postage shown in brackets)

PA221	Vegetable and animal oils and fats (66½p)
PA382	Motor cycle, tricycle and pedal cycle manufacturing (66½p)
PA441	Weatherproof outerwear (66½p)

Service and distributive series

Quarterly at £1.00 each per year post free:

SD7	Assets and liabilities of finance houses for third quarter 1976

'Energy Trends': consumption expected to grow

Total primary energy consumption in the UK last year is provisionally estimated at 325 million tons of coal equivalent (mtce) – an increase of about five mtce on consumption in 1975, but still 23 mtce below the 1973 level. Of this 325 mtce, in rounded percentage terms, coal provided 37 per cent; petroleum 40 per cent; natural gas nearly 18 per cent; nuclear and hydro-electricity 5 per cent.

This is shown in the January issue of *Energy Trends*, the Department of Energy's monthly statistical bulletin.

Energy Trends says that the recession, higher energy prices and conservation were mainly responsible for last year's comparatively low consumption level. The bulletin forecasts that UK primary energy consumption in 1977 will increase to about 336 mtce.

But it says that consumption of useful energy (ie net of losses in conversion and appliances) this year is likely to come very close to the 1973 level, and might be more.

This 'apparent paradox' between primary and useful energy consumption is explained by the fact that gas consumption is increasing and hence less primary fuel is needed to produce the same amount of useful energy.

The bulletin says that coal is likely to hold most of its share of total demand, but production is expected to rise only very slowly until output from new pits and other major investments become available.

Coal stocks at the beginning of this winter were nearly 34 million tons. Stocks are not expected to rise during 1977.

Energy Trends says that a rapid expansion of North Sea production to between 35-45 million tonnes is possible in 1977. By the end of the year the rate of production from the North Sea should be the equivalent of half or more of our crude oil requirements.

Last year North Sea production totalled about 12 million tons (20 mtce).

The bulletin forecasts that demand for gas, which grew during last year, is likely to rise faster this year as total demand picks up and increased supplies become available.

By the end of 1977 gas could be providing about 20 per cent of the total UK primary fuel consumption.

Demand for electricity is not expected to show much growth between 1976 and 1977.

If the performance of the new advanced gas cooled reactors is maintained, nuclear power could provide about 15 per cent of all electricity generated during 1977.

Energy Trends is prepared by the Economics and Statistics Division of the Department of Energy. Copies are available from Circulation Section (H), Central Office of Information (COI), Hercules Road, London SE1 7DU (tel. 01-928 2345).

Structure of company financing

This article updates the statistics of the sources and uses of funds of industrial and commercial companies presented in an article in *Economic Trends* September 1975 – 'Structure of company financing' – a shortened version of which appeared in *Trade and Industry* for 10 October 1975 (pages 110 to 113). It follows the recent publication of the eighth issue of Business Monitor, M3, Company Finance* and complements the article on companies' rate of return on capital employed published in *Trade and Industry* for 8 October 1976 (pages 110 to 112).

The data on which this article is based are obtained from the Department of Industry (DI) analysis of company accounts, as published in the Business Monitor, and from the national accounts. Figures from both sources are available up to 1974. The national accounts also give figures for 1975; the Business Monitor figures for 1975 are provisional and relate only to large listed companies. A detailed description of the sources is given later in this article.

The most important source of company finance is internal funds. These funds, for both sets of data, are defined as trading income and other revenue income gross of depreciation and stock appreciation, *plus* capital receipts *less* tax, dividend and interest payments. The importance of internal funds, thus defined, can be seen from the first column of the table below. It is also clear that the proportion of internal funds to total funds tend to fluctuate according to the position in the economic cycle, being high at the peak of the profits cycle and low in the trough. This definition of internal funds is before deducting stock appreciation and depreciation at current replacement costs – that is before deducting the charges necessary to maintain the physical assets of the company. If, however, these charges were deducted so as to show the internal funds available to finance only growth in the quantity or volume of fixed assets and stocks, and any increase in other working capital and investment, then the importance of internal funds would be lower, as shown below:

Internal funds as a proportion of total funds – national accounts data
All industrial and commercial companies per cent

	Before deducting stock appreciation and depreciation at current replacement costs	After deducting stock appreciation from internal and total funds	After deducting stock appreciation and depreciation at current replacement costs from internal and total funds
1964	68	67	55
1965	71	69	56
1966	75	73	57
1967	77	76	62
1968	73	70	57
1969	72	69	53
1970	68	62	40
1971	75	72	55
1972	59	54	38
1973	59	50	36
1974	65	46	15
1975	80	69	26

There was a sharp recovery in internal funds as a proportion of total funds in 1975 from the low figures of 1972 to 1974 as can be seen from the table above (first column) and tables 3 and 5. This sharp recovery occurred because although the value of internal funds increased slightly, there was a considerable reduction in the amount of external funds, principally bank borrowing, leading to an overall reduction in total funds. Bank borrowing had reached unprecedented levels in the previous two or three years pushing gearing ratios to very high levels. The other source of external funds – the issuing of shares, debentures and other loans – revived in 1975 after a rather

* Available by subscription from: HMSO, PO Box 569, London SE1 9NH (price £1.35). Or it can be ordered by post, payable in advance from the Library, Business Statistics Office, Newport, Gwent NPT 1XG.

TABLE 1 Sources and uses of funds of large listed and unlisted companies in manufacturing, distribution and certain other services[2]

	£ million									Per cent total sources/uses				
	1970	1970	1971	1971	1972	1972	1973	1973	1974	1970	1971	1972	1973	1974
Number of companies[3]	1,938	1,919	1,851	1,825	1,754	1,734	1,691	1,664	1,649	1,938	1,851	1,754	1,691	1,649
Sources of funds														
Net trading income[1,4]	3,060	3,055	3,489	3,490	4,630	4,612	5,843	5,822	5,760	91.7	106.1	87.1	77.1	76.3
Other income	314	313	319	316	385	383	568	559	692	9.4	9.7	7.2	7.5	9.2
Depreciation[5]	1,432	1,431	1,595	1,591	1,763	1,754	2,004	1,992	2,225	42.9	48.5	33.2	26.5	29.5
Gross income	4,806	4,799	5,403	5,397	6,778	6,749	8,415	8,373	8,677	144.1	164.3	127.6	111.1	115.0
Other capital receipts	390	390	305	304	291	288	315	312	197	11.7	9.3	5.5	4.2	2.6
Taxation payments[6]	−1,798	−1,993	−1,679	−1,676	−1,496	−1,490	−1,706	−1,706	−1,952	−53.9	−51.1	−28.1	−22.5	−25.9
Dividend payments (net of tax)[6]	−634	−633	−688	−686	−563	−560	−1,074	−1,068	−1,193	−19.0	−20.9	−10.6	−14.2	−15.8
Interest on long-term loans	−336	−336	−392	−392	−438	−437	−531	−530	−578	−10.1	−11.9	−8.2	−7.0	−7.7
Other expenditure on capital account[7]	−109	−106	−123	−122	−154	−153	−113	−141	−179	−3.3	−3.7	−2.9	−1.5	−2.4
Total internal funds	2,319	2,321	2,826	2,825	4,418	4,398	5,305	5,239	4,972	69.5	85.9	83.1	70.0	65.9
Bank borrowing	603	601	−139	−136	370	355	1,605	1,565	2,318	18.1	−4.2	6.9	21.2	30.7
Ordinary shares issued for cash[8]	98	98	135	135	205	203	82	80	123	2.9	4.1	3.9	1.1	1.6
Preference and long-term loans[8]	317	303	467	462	321	320	581	576	133	9.5	14.2	6.0	7.7	1.8
Total external funds	1,018	1,002	463	462	896	878	2,268	2,221	2,574	30.5	14.1	16.9	30.0	34.1
Total sources of funds	3,337	3,324	3,288	3,286	5,314	5,276	7,574	7,461	7,546	100.0	100.0	100.0	100.0	100.0
Uses of funds														
Tangible fixed assets	2,585	2,592	2,649	2,648	2,747	2,716	3,541	3,447	4,192	77.5	80.6	51.7	46.8	55.5
Acquisition of subsidiaries	872	871	915	915	1,675	1,671	1,125	1,120	589	26.1	27.8	31.5	14.9	7.8
Less shares and loans issued in exchange	−630	−630	−563	−563	−1,183	−1,183	−608	−606	−144	−18.9	−17.1	−22.2	−8.0	−1.9
Cash cost of acquisitions	242	241	351	351	493	489	517	514	444	7.3	10.7	9.3	6.8	5.9
Working capital														
Stocks[1]	1,047	1,039	446	439	823	815	3,264	3,215	4,665	31.4	13.6	15.5	43.1	61.8
Liquid assets[9]	−35	−49	414	412	935	936	652	647	−453	−1.0	12.6	17.6	8.6	−6.0
Debtors[10]	1,032	1,027	−233	−236	1,335	1,334	3,056	2,979	2,334	30.9	−7.1	25.1	40.3	30.9
Creditors[10]	−1,530	−1,540	−334	−327	−1,296	−1,297	−3,815	−3,731	−3,817	−45.9	−10.2	−24.4	−50.4	−50.6
Debtors less creditors[10]	−498	−512	−568	−563	39	37	−759	−752	−1,483	−14.9	−17.2	0.7	−10.0	−19.7
Total working capital	514	478	292	289	1,796	1,787	3,157	3,110	2,729	15.4	8.9	33.8	41.7	36.2
Other expenditure														
Investments	44	58	113	116	362	363	470	472	102	1.3	3.4	6.8	6.2	1.4
Intangible assets[11]	24	27	2	3	23	23	53	53	24	0.7	0.1	0.4	0.7	0.3
Consolidation adjustment	−72	−72	−119	−121	−107	−102	−165	−134	55	−2.2	−3.6	−2.0	−2.2	0.7
Total uses of funds	3,337	3,324	3,288	3,286	5,314	5,276	7,574	7,461	7,546	100.0	100.0	100.0	100.0	100.0
[1] Including stock appreciation of	680	680	680	680	820	810	2,250	2,220	3,880	20.5	20.5	15.5	30.0	51.5

Note: Footnotes 2 to 11 see A on page 333.

bleak year in 1974. Industrial share prices more than doubled during 1975 but, on average, were still well below the average levels for 1971, 1972 and 1973 though near the 1970 average. Proceeds from issuing ordinary shares for cash, both in terms of value and as a proportion of total sources, were at higher levels in 1975 than in any of the previous 11 years and, unusually, exceeded bank borrowing as a source of external funds. External funds in total were just under half their level in 1974. As a proportion of total funds, they fell to 17 per cent provisionally for large, listed manufacturing, distribution and certain other service companies (table 3) and to 20 per cent for all industrial and commercial companies (table 5), a little over half the proportions in 1974 and somewhat lower than in most of the previous 10 years (lower than in each of them in the case of the national accounts data shown in table 5).

The total value of internal funds was a little higher in 1975 than in 1974 though, in the case of the national accounts data (table 4), gross income fell and for companies in the DI analysis (table 3) gross income increased only marginally. Taxation payments were appreciably less in both cases, down by nearly a quarter for all industrial and commercial companies (table 4) and almost a tenth for the larger companies (table 3). The greater reduction for all industrial and commercial companies predominantly reflects the changes between 1973, 1974 and 1975 in taxes paid abroad by the oil companies, many of which are not covered by the DI analysis.

The main use of funds is for the purchase of fixed assets. Expenditure on fixed assets is cyclical and tends to continue to rise rapidly in the year following the peak of the cyclical increase in profits and then to fall, or rise less rapidly, until the next profits peak. The provisional 1975 figure for large listed companies (table 3) indicates little increase in expenditure on tangible fixed assets, following appreciable increases in both 1973 and 1974. The national accounts figure for all industrial and commercial companies (table 4), on the other hand, shows a rise in gross domestic fixed capital formation in 1975 almost as large, proportionately, as in 1973 and 1974. A substantial part of this rise came from greatly increased investment by companies in North Sea oil exploration and production. Most of the companies involved, either because of their extensive overseas activities or because they have been predominently engaged in exploration activities, are excluded from the DI analysis.

Though expenditure on fixed assets is of a similar order of magnitude to, but generally less than, internal funds it is not necessarily financed wholly by internal funds; they may be required for other purposes. Since internal funds are so important a source of funds their size must however affect the most impotant use of funds, that is expenditure on fixed assets. Also, in times of financial squeeze internal funds are depressed and companies tend to react by cutting back fixed investment. In addition, the availability of internal funds is a reflection of profitability and the decision to invest is largely dependent on the assessment of future profitability. It is difficult, however, to see clearly from the aggregate national accounts statistics the effect of the severe financial squeeze in 1974 on companies' investment though the provisional 1975 figures from the DI analysis (table 3) indicate the sort of situation described above. The national accounts investment figure for 1975 (table 4), as already mentioned, has been greatly affected by North Sea investment – a particularly strong growth area in 1975. Clearly investment outside the North Sea was sluggish on the whole, the expected reaction to the difficult financial position for companies in 1974.

The other important use of funds is to finance stocks. The increases in stocks (including stock appreciation) have been particularly large in recent years reflecting mainly substantial rises in raw material prices and inflation generally as well as considerable stock building in 1973 and, to a lesser extent, in 1974. Funds needed to finance stocks reached a peak in 1974 when they even exceeded the funds used for expenditure on fixed assets. Only in 1973 has the financing of stocks previously exceeded even half the expenditure on fixed assets – with in the period covered by the present series, that is 1964 to 1975. The increase in stocks in 1975 was only about two-fifths that in 1974 and less than half the expenditure on fixed assets for the large listed companies in the DI analysis (table 3). It was nearer a third of gross

TABLE 2 Sources and uses of funds of large listed and unlisted companies in manufacturing industries[2]

	£ million									Per cent total sources/uses				
	1970	1970	1971	1971	1972	1972	1973	1973	1974	1970	1971	1972	1973	1974
Number of companies[3]	1,326	1,319	1,276	1,248	1,211	1,199	1,178	1,168	1,157	1,326	1,276	1,211	1,178	1,157
Sources of funds														
Net trading income[1,4]	2,293	2,293	2,559	2,536	3,316	3,299	4,272	4,271	4,367	88.9	103.6	92.0	77.6	74.2
Other income	231	231	237	227	282	282	431	427	531	9.0	9.6	7.8	7.8	9.0
Depreciation[5]	1,142	1,144	1,270	1,262	1,387	1,379	1,557	1,554	1,715	44.3	51.4	38.5	28.3	29.1
Gross income	3,666	3,668	4,067	4,025	4,984	4,960	6,260	6,252	6,613	142.1	164.7	138.3	113.7	112.4
Other capital receipts	337	335	256	255	217	214	258	256	157	13.1	10.4	6.0	4.7	2.7
Taxation payments[6]	−1,406	−1,409	−1,279	−1,277	−1,102	−1,097	−1,234	−1,236	−1,430	−54.5	−51.8	−30.6	−22.4	−24.3
Dividend payments (net of tax)[6]	−474	−474	−512	−506	−412	−408	−774	−774	−910	−18.4	−20.7	−11.4	−14.1	−15.5
Interest on long-term loans	−271	−270	−316	−309	−334	−333	−408	−408	−431	−10.5	−12.8	−9.3	−7.4	−7.3
Other expenditure on capital account[7]	−72	−70	−94	−92	−128	−127	−83	−113	−144	−2.8	−3.8	−3.5	−1.5	−2.4
Total internal funds	1,779	1,781	2,123	2,096	3,226	3,208	4,018	3,977	3,855	69.0	85.9	89.5	73.0	65.5
Bank borrowing	504	308	−174	−163	25	12	1,087	1,076	1,831	19.5	−7.0	0.7	19.7	31.1
Ordinary shares issued for cash[8]	57	57	102	102	144	142	65	65	83	2.2	4.1	4.0	1.2	1.4
Preference and long-term loans[8]	239	220	419	405	209	211	337	337	116	9.3	17.0	5.8	6.1	2.0
Total external funds	800	785	347	344	378	365	1,489	1,478	2,030	31.0	14.1	10.5	27.0	34.5
Total sources of funds	2,579	2,566	2,470	2,440	3,604	3,573	5,507	5,455	5,885	100.0	100.0	100.0	100.0	100.0
Uses of funds														
Tangible fixed assets	2,020	2,029	1,997	1,969	1,827	1,806	2,501	2,434	3,044	78.3	80.9	50.7	45.4	51.7
Acquisition of subsidiaries	540	540	633	631	924	921	686	688	416	20.9	25.6	25.6	12.5	7.1
Less shares and loans issued in exchange	−395	−395	−369	−369	−606	−606	−343	−342	−85	−15.3	−14.9	−16.8	−6.2	−1.4
Cash cost of acquisitions	145	144	264	261	318	315	342	346	331	5.6	10.7	8.8	6.2	5.6
Working capital														
Stocks[1]	834	825	304	296	418	409	2,326	2,324	3,909	32.3	12.3	11.6	42.2	66.4
Liquid assets[9]	−35	−50	328	327	708	708	576	576	−498	−1.4	13.3	19.6	10.5	−8.5
Debtors[10]	738	738	−282	−286	837	830	2,184	2,164	1,839	28.6	−11.4	23.2	39.7	31.2
Creditors[10]	−1,119	−1,135	−88	−71	−749	−742	−2,636	−2,639	−2,709	−43.4	−3.6	−20.8	−47.9	−46.0
Debtors less creditors[10]	−380	−396	−370	−357	87	87	−452	−475	−870	−14.8	−15.0	2.4	−8.2	−14.8
Total working capital	418	378	262	266	1,213	1,204	2,450	2,425	2,541	16.2	10.6	33.7	44.5	43.2
Other expenditure														
Investments	18	34	68	64	296	294	336	349	50	0.7	2.7	8.2	6.1	0.8
Intangible assets[11]	16	19	6	5	11	11	31	31	16	0.6	0.2	0.3	0.6	0.3
Consolidation adjustment	−39	−38	−127	−126	−62	−58	−154	−130	−97	−1.5	−5.1	−1.7	−2.8	−1.6
Total uses of funds	2,579	2,566	2,470	2,440	3,604	3,573	5,507	5,455	5,885	100.0	100.0	100.0	100.0	100.0
[1] Including stock appreciation of	540	540	550	550	620	610	1,720	1,720	3,090	21.0	22.5	17.0	31.2	52.5

Note: Footnotes 2 to 11 see A on page 333.

TABLE 3 Sources and use of funds of large listed companies in manufacturing, distribution and certain other services[2]

	£ million								
	1970	1970	1971	1971	1972	1972	1973	1973	1974
Number of companies[3]	1,308	1,301	1,239	1,237	1,168	1,158	1,116	1,097	1,084
Sources of funds									
Net trading income [1,4]	2,568	2,565	3,012	3,021	3,937	3,919	4,926	4,911	4,939
Other income	260	260	269	268	343	340	509	505	614
Depreciation[5]	1,171	1,172	1,294	1,294	1,427	1,419	1,635	1,625	1,819
Gross income	3,999	3,998	4,575	4,583	5,707	5,678	7,070	7,041	7,372
Other capital receipts	307	307	241	243	232	229	256	254	151
Taxation payments[6]	−1,518	−1,615	−1,401	−1,402	−1,261	−1,257	−1,453	−1,456	−1,672
Dividend payments (net of tax)[6]	−560	−559	−610	−610	−491	−488	−870	−865	−981
Interest on long-term loans	−306	−306	−355	−355	−395	−394	−480	−479	−525
Other expenditure on capital account[7]	−94	−91	−113	−113	−140	−139	−101	−130	−171
Total internal funds	1,828	1,834	2,336	2,346	3,652	3,629	4,422	4,365	4,174
Bank borrowing	503	500	−110	−117	315	300	1,335	1,305	1,760
Ordinary shares issued for cash[8]	56	56	107	107	173	173	36	34	77
Preference and long-term loans[8]	218	203	397	397	268	267	529	521	94
Total external funds	777	760	394	387	756	740	1,900	1,860	1,931
Total sources of funds	2,604	2,594	2,729	2,733	4,408	4,369	6,322	6,225	6,105
Uses of funds									
Tangible fixed assets	2,012	2,020	2,072	2,074	2,152	2,124	2,956	2,869	3,444
Acquisition of subsidiaries	812	811	875	875	1,657	1,653	1,108	1,103	542
Less shares and loans issued in exchange	−629	−629	−544	−544	−1,180	−1,180	−597	−595	−139
Cash cost of acquisitions	183	182	330	331	477	473	511	509	403
Working capital									
Stocks[1]	817	810	306	301	763	754	2,694	2,645	3,685
Liquid assets[9]	−41	−54	363	364	846	847	555	550	−416
Debtors[10]	820	818	−164	−163	1,112	1,109	2,480	2,411	1,715
Creditors[10]	−1,191	−1,206	−177	−175	−1,198	−1,198	−3,189	−3,107	−2,919
Debtors less creditors[10]	−371	−388	−341	−338	−86	−89	−709	−694	−1,204
Total working capital	404	368	327	327	1,523	1,512	2,540	2,500	2,065
Other expenditure									
Investments	41	56	107	110	341	340	422	424	108
Intangible assets[11]	24	27	2	2	16	16	51	50	21
Consolidation adjustment	−59	−59	−109	−110	−101	−96	−158	−127	64
Total uses of funds	2,604	2,594	2,729	2,733	4,408	4,369	6,322	6,225	6,105
[1] Including stock appreciation of	570	560	560	550	690	690	1,940	1,910	3,180

Note: Footnotes 2 to 11 see A opposite.

domestic fixed capital formation for all industrial and commercial companies (tables 4 and 5). Even so, at 30 and 21 per cent of total uses of funds in the two series respectively, the proportions in 1975 were at the upper end of the series up to 1973. Stock appreciation, that is the additional amount of money needed due to higher prices to maintain the same volume of stocks, has, since 1966, generally accounted for well over half the expenditure on stocks. The proportion fluctuates considerably from year to year largely because stockbuilding is cyclical in nature causing the increase in the book value of stocks to fluctuate considerably from year to year. In recent years stockbuilding has been affected also by the much higher levels of stock appreciation. In 1975 stock appreciation was still high, though less than in 1974, but there was considerable de-stocking, that is a reduction in the volume of stocks held.

Debtors and creditors can be a source or a use of funds depending on the net position. The large companies in the DI analysis have, since 1970, generally been net receivers of credit ie the increase in creditors has been greater than the increase in debtors. The whole range of companies experienced liquidity difficulties in 1974 but the figures in tables 1, 2 and 3 of debtors *less* creditors suggest that the large companies (as covered by the DI analysis) were able in 1974 to 'squeeze' debtors more effectively than creditors were able to 'squeeze' them. The provisional 1975 figures reflect a slight easing of the position with creditors being reduced more than debtors. Figures for debtors and creditors are not shown separately in the national accounts series. There was also a large reduction in liquid assets in 1974, followed by an even greater build-up in 1975.

Increases in working capital as a whole for the large companies (tables 1, 2 and 3) exceeded a third of total uses in 1972, 1973 and 1974 but the provisional 1975 figure for large listed companies shows a fall to nearer a quarter, the average in the six years prior to 1970. Working capital must, over a period of time, be expected to keep up with changes in turnover and, hence, must reflect increases in prices.

A comparison of the experience of manufacturing companies in the DI analysis with that of all the companies in the analysis can be made from tables 1 and 2. Broadly speaking, the pattern over the five year period is the same with internal funds being just over two-thirds of total sources in 1970 rising to over four-fifths in 1971, staying at about that level in 1972 and then falling to below three-quarters in 1973 and to just below the 1970 level in 1974. The very large increases in bank borrowing in 1973 and 1974, with the reduction to almost a trickle of funds available from the issue of shares for cash and from long-term loans in 1974, was a common feature for companies primarily engaged in either manufacturing or in distribution or certain other services. For both manufacturing and all companies in the analysis, expenditure on tangible fixed assets accounted for four-fifths of total uses in 1971, having been just below that level in 1970, thereafter falling sharply to almost half in 1972 and, further, to just below a half in 1973, followed by a rise to just over a half in 1974. At the same time companies throughout the industrial and commercial sector were faced with the problem of financing substantial increases in stock values, in both 1973 and 1974. The similarity of the patterns in tables 1 and 2 are not, however, surprising considering that the companies in manufacturing industries (table 2) account for just over two-thirds, by number, of all the companies in the analysis (table 1). In terms of the total sources and uses of funds, the proportion of manufacturing to all companies has fluctuated over the last five years from 77 per cent in 1970 to 68 per cent in 1972 to 78 per cent in 1974 – but, on average, was nearly three-quarters.

A more detailed examination of the figures reveals that, in 1973 and 1974, the difficulties faced by predominantly manufacturing companies in the DI analysis were, on the whole, more acute than for companies whose business was mainly in distribution or certain other services. Table 2 suggests that while the funds required by manufacturing companies increased by more than half between 1972 and 1974, the funds required by the other companies (in the DI analysis) – the difference between table 1 and table 2 – remained virtually unchanged, though it had been a little higher in 1973. Internal sources

Provisional		Per cent total sources/uses					Provisional	
1974	1975	1970	1971	1972	1973	1974	1975	
759	746	1,308	1,239	1,168	1,116	1,084	746	Number of companies[3]
								Sources of funds
4,400	4,423	98.6	110.4	89.3	77.9	80.9	90.9	Net trading income[1,4]
569	532	10.0	9.9	7.8	8.1	10.1	10.9	Other income
1,555	1,774	45.0	47.4	32.4	25.9	29.8	36.4	Depreciation[5]
6,524	6,729	153.6	167.6	129.5	111.8	120.8	138.2	Gross income
132	171	11.8	8.8	5.3	4.0	2.5	3.5	Other capital receipts
−1,490	−1,347	−58.3	−51.3	−28.6	−23.0	−27.4	−27.7	Taxation payments[6]
−875	−827	−21.5	−22.4	−11.1	−13.8	−16.1	−17.0	Dividend payments (net of tax)[6]
−489	−521	−11.8	−13.0	−9.0	−7.6	−8.6	−10.7	Interest on long-term loans
−154	−179	−3.6	−4.1	−3.2	−1.6	−2.8	−3.7	Other expenditure on capital account[7]
3,648	4,026	70.2	85.6	82.8	69.9	68.4	82.7	Total internal funds
1,582	−26	19.3	−4.0	7.1	21.1	28.8	−0.5	Bank borrowing
62	625	2.2	3.9	3.9	0.6	1.3	12.8	Ordinary shares issued for cash[8]
56	243	8.4	14.5	6.1	8.4	1.5	5.0	Preference and long-term loans[8]
1,700	842	29.8	14.4	17.2	30.1	31.6	17.3	Total external funds
5,348	4,868	100.0	100.0	100.0	100.0	100.0	100.0	Total sources of funds
								Uses of funds
2,979	3,044	77.3	75.9	48.8	46.8	56.4	62.5	Tangible fixed assets
504	365	31.2	32.1	37.6	17.5	8.9	7.5	Acquisition of subsidiaries
−128	−70	−24.2	−19.9	−26.8	−9.4	−2.3	−1.4	*Less* shares and loans issued in exchange
376	295	7.0	12.1	10.8	8.1	6.6	6.1	Cash cost acquisitions
								Working capital
3,290	1,442	31.4	11.2	17.3	42.6	60.4	29.6	Stocks[1]
−440	791	−1.6	13.3	19.2	8.8	−6.8	16.2	Liquid assets[9]
1,484	1,065	31.5	−6.0	25.2	39.2	28.1	21.9	Debtors[10]
−2,529	−1,969	−45.7	−6.5	−27.2	−50.4	−47.8	−40.4	Creditors[10]
−1,045	−904	−14.2	−12.5	−2.0	−11.2	−19.7	−18.6	Debtors less creditors[10]
1,805	1,329	15.5	12.0	38.3	40.2	33.8	27.3	Total working capital
								Other expenditure:
110	241	1.6	3.9	7.7	6.7	1.8	5.0	Investments
19	18	0.9	0.1	0.4	0.8	0.3	0.4	Intangible assets[11]
59	−59	−2.3	−4.0	−2.3	−2.5	1.0	−1.2	Consolidation adjustment
5,348	4,868	100.0	100.0	100.0	100.0	100.0	100.0	Total uses of funds
2,880	2,480	22.0	20.5	15.5	30.5	52.0	51.0	[1] Including stock appreciation of

(A) NOTES TO TABLES 1, 2 AND 3

[2] Source: DI analysis of large listed and unlisted companies which operate mainly in the United Kingdom in manufacturing, distribution, construction and certain other services. Companies whose main interests are in agriculture, mining, shipping, insurance, banking and finance and those operating mainly overseas are not included. From 1970, the analysis covers all companies in scope with net assets of £2 million or more, or gross income of £200,000 or more, in 1968. The figures in tables 1 and 2 are final figures for listed *and* unlisted companies with comparable data for the previous year; the figures in table 3 relate to listed companies only, the 1975 (and comparable 1974) figures being provisional. The figures for each year relate to accounting years ending between 6 April of the year shown and 5 April of the following year.

[3] The number of companies decreases between the comparable figures for each set of years because those companies acquired in the current year were independent in the previous year.

[4] Trading income net of depreciation and short-term interest, before deduction of tax, dividend and long-term interest payments.

[5] Depreciation at book values as charged in companies' accounts.

[6] Taxation payments include income tax payable on dividends; dividend payments are net of tax in all years.

[7] Consists of expenses on share or loan issues, amounts written off current assets and liabilities not separately distinguished, expenditure charged against reserves, and decreases in minority interests.

[8] Increase net of redemptions and excludes shares and loans issued in exchange for subsidiaries acquired.

[9] Covers cash, bank deposits, UK Treasury Bills, tax reserve certificates, and any other short-term deposits.

[10] Short-term loans are included in creditors, and short-term credit advanced and received by UK subsidiaries of overseas companies is included in debtors and creditors respectively.

[11] Covers expenditure on research and development which has not been written off against profits, patents, trade marks, licences, royalty agreements, and any goodwill not arising out of acquisitions of subsidiaries.

of funds failed, in 1973, to increase in line with total funds and, in 1974, were reduced. As a result there was a much greater increase in bank borrowing by companies in general in 1973 than in any previous year. Manufacturing companies had to raise such borrowing again, by about three-quarters, in 1974 while other companies required a slightly lower increase in 1974 than in 1973. One of the reasons for manufacturing companies needing greater increases in funds than other companies in 1973 and 1974 was because their expenditure on tangible fixed assets increased at a much higher rate in both 1973 and 1974 than that of other companies, though the rate of growth was appreciably less in 1974 than in 1973. However, the main factor causing the different experiences of manufacturing and other companies in 1973 and 1974 was the effect of higher prices and, hence, costs of stocks and the need to finance the increases to maintain adequate, if lower, levels of stocks. For manufacturing companies increases in stocks in 1973 required an almost six-fold rise in finance compared to the previous year; for other companies the requirement only doubled. In 1974, rises in these financing requirements were not as great but while manufacturing companies had to find two-thirds *more* funds even than in 1973, other companies needed one-seventh *less*. The financing of stocks has generally taken a greater proportion of total funds for manufacturing than for other companies. The reverse was the case in 1971, 1972 and 1973 – particularly in 1972 when the proportion for manufacturing companies was low by historical standards. The more normal situation obtained in 1974 when, of course, the financing of stocks accounted for an extremely high proportion of funds and not only for manufacturing companies.

TABLE 4 Sources and uses of funds of all industrial and commercial companies

£ million

	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975
Sources of funds												
Gross income[1,3]	6,259	6,588	6,427	6,548	7,569	8,058	8,752	9,950	11,765	16,272	20,053	18,839
Unremitted profits of overseas subsidiaries[3]	−137	−156	−171	−178	−260	−299	−295	−288	−397	−768	−801	−897
Gross income net of unremitted profits overseas	6,122	6,432	6,256	6,370	7,309	7,759	8,457	9,662	11,368	15,504	19,252	17,942
Capital transfers	17	20	26	236	454	598	526	595	409	373	364	442
Taxation payments including tax on dividends[4]	−1,595	−1,682	−1,641	−1,935	−2,154	−2,423	−2,927	−3,179	−3,345	−3,533	−5,620	−4,320
Dividend payments on ordinary shares net of income tax[5]	−821	−939	−886	−860	−842	−913	−810	−930	−933	−1,396	−1,517	−1,483
Interest payments and other dividends[5]	−564	−689	−847	−866	−995	−1,148	−1,238	−1,253	−1,448	−2,326	−3,299	−3,242
Profits due abroad net of unremitted profits in the United Kingdom[6]	−137	−120	−108	−111	−140	−130	−149	−226	−258	−330	−287	−202
Transfers to public corporations and charities	−27	−29	−32	−33	−53	−46	−55	−56	−51	−51	−55	−60
Total internal funds	2,995	2,993	2,768	2,801	3,579	3,697	3,804	4,613	5,742	8,241	8,838	9,077
Bank borrowing	752	497	187	333	569	664	1,126	732	2,988	4,504	4,411	700
Proceeds of issues of ordinary shares in the United Kingdom for cash	158	63	124	65	303	183	44	160	326	107	43	966
Issues of preference shares and debentures for cash and other loans and mortgages[7]	472	680	603	435	430	562	592	605	662	1,109	231	610
Total external funds	1,382	1,240	914	833	1,302	1,409	1,762	1,497	3,976	5,720	4,685	2,276
Total sources of funds	4,377	4,233	3,682	3,634	4,881	5,106	5,566	6,110	9,718	13,961	13,523	11,353
Uses of funds												
Gross domestic fixed capital formation	2,289	2,447	2,424	2,359	2,617	2,992	3,354	3,470	3,796	4,718	5,848	7,028
Cash acquisitions of subsidiaries and trade investments	435	437	285	385	429	363	448	567	980	1,557	839	354
Working capital												
Stocks[1]	892	710	565	356	822	951	1,331	759	943	3,526	6,089	2,382
Bank deposits and other liquid assets	81	6	−78	450	378	−199	246	1,227	2,364	2,607	17	2,546
Intra-company investment[8]												
by United Kingdom companies overseas net of unremitted profits held in United Kingdom	174	246	155	165	125	227	185	253	178	797	712	233
by overseas companies net of unremitted profits held in United Kingdom	−38	−85	−162	−221	−206	−250	−427	−483	−144	−687	−1,394	−1,244
Import deposits[9]	—	—	—	—	75	403	−225	−253	—	—	—	—
Export credit less import credit[10]	10	20	116	53	56	6	−7	−145	−104	−181	−21	−341
Total working capital	1,119	897	596	803	1,250	1,138	1,103	1,358	3,237	6,062	5,403	3,576
Other domestic and identified overseas assets	147	71	131	−4	78	90	39	12	144	−176	130	715
Unidentified[11]	387	381	246	91	507	523	622	703	1,561	1,800	1,303	−320
Total uses of funds	4,377	4,233	3,682	3,634	4,881	5,106	5,566	6,110	9,718	13,961	13,523	11,353
[1] Including stock appreciation of	238	252	298	148	470	590	891	831	1,067	2,546	4,908	4,107

Note: Footnotes 2 to 11 see B opposite.

The figures used in this article have been obtained from two sources:

1 Tables 1, 2 and 3 – Department of Industry (DI) analysis of the published consolidated accounts of large listed and unlisted companies operating mainly in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. These figures are published annually in Business Monitor M3, Company Finance.

2 Tables 4 and 5 – Quarterly data on the sources and uses of funds of all industrial and commercial companies resident in the United Kingdom published in *Financial Statistics*. These data form part of the national accounts.

In this article figures from the DI analysis of published accounts are given back to 1970 only, in tables 1, 2 and 3. Comparable figures for tables 1 and 2 back to 1964 were published in the *Economic Trends* September 1975 article. The back figures for table 3 can be supplied on request (see details of inquiry point at the end of the article).

Tables 4 and 5, based on national accounts data, cover the period 1964 to 1975 since there have been revisions to some of the earlier published figures, particularly from 1970 onwards.

The main advantage of the DI data is that they are drawn from company accounts which provide a comprehensive and balanced account of sources and uses of funds. However, because the analysis is based on the consolidated accounts of groups of companies the figures also include any overseas subsidiaries of these companies. In addition the figures relate to companies' accounting periods ending in the fiscal year so that the time period covered ranges over nearly two years; for instance, the 1972 analysis includes some accounts with accounting years ending in April 1972 and others ending on 5 April 1973. This can make it difficult at times to distinguish changes.

The national accounts data, on the other hand, provide a consolidated account for all industrial and commercial companies so that, for example, dividends passing between industrial and commercial companies resident in the United Kingdom do not appear in the figures. The DI data, in contrast, are only consolidated to the extent that they are taken from the consolidated accounts of groups of companies, so that, for example, dividends passing between two groups of companies are included in the DI figures. Also the national accounts data, because they relate only to the UK activity of companies, do not include their overseas operations and instead show explicitly certain transactions between the United Kingdom parent and their overseas subsidiaries. However, the national accounts figures for industrial and commercial companies are not drawn from a common source and the quality of the information varies considerably. Further, not all financial assets and liabilities are covered by the statistics, the most important ommissions being trade creditors and debtors other than overseas. The extent of the errors and omissions in the national accounts data is revealed by the discrepancy between total sources and total uses of funds, giving rise to an amount for unidentified items, which can be very large.

The broad features of the DI analysis of large companies' sources and uses of funds are very similar to those for all industrial and commercial companies from the national accounts data; the companies in the DI analysis are thought to account for something like three-fifths to two-thirds of the net assets of all industrial and commercial companies. The two sets of figures do, however, differ because of differences in coverage, timing, and the definition of items so that comparisons between the two sets of data cannot be precise.

There are some noticeable divergences between the DI analysis and the national accounts data. In particular, comparing the proportions shown in table 1 with the figures in table 5, internal funds of the companies in the DI analysis remained greater than four-fifths of total funds in 1972 before falling in 1973 and, again, in 1974 to just under two-thirds. For the national accounts series, covering all industrial and commercial companies, there was a sharp fall in internal funds' proportion of total funds in 1972 to just below three-fifths. It remained at this level in 1973 before recovering slightly to almost two-thirds in 1974. This divergence mainly related to bank borrowing but was also due in part to the fact that some companies delayed payment of dividends. These factors were explained in detail in the earlier article in *Trade and Industry* on 10 October 1975.

There are a number of ways of compiling statements of the sources

TABLE 5 Sources and uses of funds of all industrial and commercial companies

Per cent

	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975
Sources of funds												
Gross income[1,2]	143.0	155.6	174.6	180.2	155.1	157.8	157.2	162.8	121.1	116.6	148.3	165.9
Unremitted profits of overseas subsidiaries[3]	−3.1	−3.7	−4.6	−4.9	−5.3	−5.9	−5.3	−4.7	−4.1	−5.5	−5.9	−7.9
Gross income net of unremitted profits overseas	139.9	151.9	169.9	175.3	149.7	152.0	151.9	158.1	117.0	111.1	142.4	158.0
Capital transfers	0.4	0.5	0.7	6.5	9.3	11.7	9.5	9.7	4.2	2.7	2.7	3.9
Taxation payments including tax on dividends[4]	−36.4	−39.7	−44.6	−53.2	−44.1	−47.5	−52.6	−52.0	−34.4	−25.3	−41.6	−38.1
Dividend payments on ordinary shares net of income tax[5]	−18.8	−22.2	−24.1	−23.7	−17.3	−17.9	−14.6	−15.2	−9.6	−10.0	−11.2	−13.1
Interest payments and other dividends[5]	−12.9	−16.3	−23.0	−23.8	−20.4	−22.5	−22.2	−20.5	−14.9	−16.7	−24.4	−28.6
Profits due abroad net of unremitted profits in the United Kingdom[6]	−3.1	−2.8	−2.9	−3.1	−2.9	−2.5	−2.7	−3.7	−2.7	−2.4	−2.1	−1.8
Transfers to public corporations and charities	−0.6	−0.7	−0.9	−0.9	−1.1	−0.9	−1.0	−0.9	−0.5	−0.4	−0.4	−0.5
Total internal funds	68.4	70.7	75.2	77.1	73.3	72.4	68.3	75.5	59.1	59.0	65.4	80.0
Bank borrowing	17.2	11.7	5.1	9.2	11.7	13.0	20.2	12.0	30.7	32.3	32.6	6.2
Proceeds of issues or ordinary shares in the United Kingdom for cash	3.6	1.5	3.4	1.8	6.2	3.6	0.8	2.6	3.4	0.8	0.3	8.5
Issues of preference shares and debentures for cash and other loans and mortgages[7]	10.8	16.1	16.4	12.0	8.8	11.0	10.6	9.9	6.8	7.9	1.7	5.4
Total external funds	31.6	29.3	24.8	22.9	26.7	27.6	31.7	24.5	40.9	41.0	34.6	20.0
Total sources of funds	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Uses of funds												
Gross domestic fixed capital formation	52.3	57.8	65.8	64.9	53.6	58.6	60.3	56.8	39.1	33.8	43.2	61.9
Cash acquisitions of subsidiaries and trade investments	9.9	10.3	7.7	10.6	8.8	7.1	8.0	9.3	10.1	11.2	6.2	3.1
Working capital												
Stocks[1]	20.4	16.8	15.3	9.8	16.8	18.6	23.9	12.4	9.7	25.3	45.0	21.0
Bank deposits and other liquid assets	1.9	0.1	−2.1	12.4	7.7	−3.9	4.4	20.1	24.3	18.7	0.1	22.4
Intra-company investment[8]												
by United Kingdom companies overseas net of unremitted profits held in United Kingdom	4.0	5.8	4.2	4.5	2.6	4.4	3.3	4.1	1.8	5.7	5.3	2.1
by overseas companies net of unremitted profits held in United Kingdom	−0.9	−2.0	−4.4	−6.1	−4.2	−4.9	−7.7	−7.9	−1.5	−4.9	−10.3	−11.0
Import deposits[9]	—	—	—	—	1.5	7.9	−4.0	−4.1	—	—	—	—
Export credit less import credit[10]	0.2	0.5	3.2	1.5	1.1	0.1	−0.1	−2.4	−1.1	−1.3	−0.2	−3.0
Total working capital	25.6	21.2	16.2	22.1	25.6	22.3	19.8	22.2	33.3	43.4	40.0	31.5
Other domestic and identified overseas assets	3.4	1.7	3.6	−0.1	1.6	1.8	0.7	0.2	1.5	−1.3	1.0	6.3
Unidentified[11]	8.8	9.0	6.7	2.5	10.4	10.2	11.2	11.5	16.1	12.9	9.6	−2.8
Total uses of funds	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
[1] Including stock appreciation of	5.4	6.0	8.1	4.1	9.6	11.6	16.0	13.6	11.0	18.2	36.3	36.2

Note: Footnotes 2 to 11 see B below.

(B) NOTES TO TABLES 4 AND 5

[2] Gross income is income arising in United Kingdom before depreciation *plus* income from abroad after depreciation (including unremitted profits of overseas subsidiaries).

[3] Profits of overseas subsidiaries of UK companies retained abroad. Separate figures for industrial and commercial companies have only been collected since 1968; earlier figures are estimates based on the movement in total company sector unremitted profits held abroad.

[4] Consists of UK taxes on income *plus* taxes paid abroad *less* additions to tax reserves, *plus* income tax payable on UK dividends. The taxes paid abroad include both taxes on unremitted profits retained abroad and on dividends remitted to the United Kingdom.

[5] Net of income tax in all years on dividends.

[6] Represents dividends, interest, etc., paid to parent company overseas. The unremitted profits are the profits of United Kingdom subsidiaries of overseas companies retained in the United Kingdom. Separate figures of unremitted profits for industrial and commercial companies have only been collected since 1968; earlier figures are estimates based on the movement in total company sector unremitted profits held in the UK.

[7] Including other capital issues overseas.

[8] Intra-company investment by UK parent companies does not appear in company accounts. Such investment by UK subsidiaries of overseas parents is distinguished; short-term loans and credit received and advanced are included under creditors and debtors respectively and long-term loans from overseas parents are included with long-term loans issued for cash in the DI analysis.

[9] Included in debtors in DI analysis.

[10] Included in debtors and creditors in DI analysis.

[11] Including unidentified debtors and creditors, expenditure on intangible assets and investments in company securities other than from acquisitions of subsidiaries and trade investments, as well as errors and any other omissions.

[12] Sources: *National Income and Expenditure 1965-75* and *Financial Statistics*, December 1976.

and uses of funds depending on the purpose for which they are required. The presentation adopted here, as in the earlier articles, is a simplified one designed to illustrate the main sources and uses of funds and their relative importance for companies in aggregate, which may not be suitable for examining the position of individual companies. A statement of Standard Accounting Practice (SSAP 10 issued July 1975) on 'Statements of source and application of funds' sets out how the sources and uses of funds by individual companies can be shown clearly.

The available aggregate statistics on the sources and uses of funds by companies identify on the one hand how funds are obtained and on the other how they are used. However there are a number of problems in determining to what extent there should be prior 'netting out' of like items and also in deciding on which side of the account items should appear. 'Netting out' involves either offsetting a particular type of expenditure against a particular source of funds, such as dividends being charged against profits, rather than being treated as a separate use of funds, or vice versa where a particular type of income is offset against expenditure on similar items such as creditors being offset against debtors. Whatever presentation is used, it is not possible to do more than show how companies raised money and how these total funds were spent. The statistical information is only an historic record of what happened and cannot show how much money companies wished to raise and spend; nor does it show for what purpose particular funds were acquired, nor how particular expenditure was financed.

Inquiries concerning this article should be addressed to: Home Financial Statistics (Room 241c), Economics and Statistics Division 6a, Departments of Trade, Industry and Prices and Consumer Protection, 1 Victoria Street, London SW1H 0ET (tel. 01-215 3132).

Insolvencies in England and Wales: fourth quarter 1976

On a seasonally adjusted basis, company liquidations rose in the fourth quarter of 1976, more than offsetting falls in the two previous quarters and bringing their level to its highest since at least 1960. Receiving orders (including administration orders and deeds of arrangement), on a seasonally adjusted basis, also rose in the fourth quarter, more than off setting the fall in the previous quarter, though their level remained lower than its peak in the third quarter of 1975. For 1976 as a whole, company liquidations, at 6,070, were about 12 per cent higher than in 1975, and higher than at any time since at least 1960. Receiving orders (including administration orders and deeds of arrangement) were slightly lower than in 1975 though still at an historically high level.

Table 1 shows that, after seasonal adjustment, there were about 1,610 company liquidations in the fourth quarter of 1976, made up of about 590 compulsory liquidations and about 1,020 creditors' voluntary liquidations. The total is about 12 per cent higher than in the previous quarter and about 11 per cent higher than a year earlier. Compulsory liquidations, after seasonal adjustment, were about 2 per cent lower in the fourth quarter of 1976 compared with the previous quarter, but creditors' voluntary liquidations were 23 per cent higher. Before seasonal adjustment, there were 1,876 company liquidations in the fourth quarter of 1976, made up of 836 compulsory liquidations and 1,040 creditors' voluntary liquidations, bringing the total for the year to 6,070, a rise of 672 (12.4 per cent) compared with the total for 1975.

Table 1 also shows that, after seasonal adjustment, there were about 1,840 receiving orders (including administration orders and deeds of arrangement) in the fourth quarter of 1976, a rise of about 6 per cent compared with the previous quarter and of about 3 per cent compared with a year earlier. Before seasonal adjustment, the number of receiving orders (including administration orders and deeds of arrangement) in the fourth quarter of 1976 was 1,852 bringing the total for the year to 7,172, a fall of 99 (1.4 per cent) compared with the total for 1975.

The quarterly seasonally adjusted figures since the beginning of 1968 show that there was a general fall in the number of insolvencies from mid-1970 to mid-1973, followed by a sharp rise, which continued until mid-1975 for receiving orders and until early 1976 for company liquidations. Receiving orders and company liquidations then both generally fell until the third quarter of 1976 but both rose sharply again in the fourth quarter.

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered

TABLE 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4,298	4,123	27	148		3,165	1,108	2,057			
1969	4,772	4,532	20	220		3,510	1,181	2,329			
1970	5,087	4,878	29	180		3,689	1,269	2,420			
1971	4,793	4,630	13	150		3,506	1,166	2,340			
1972	4,337	4,225	19	93		3,063	1,150	1,913			
1973	3,917	3,805	12	100		2,575	1,080	1,495			
1974	5,718	5,595	13	110		3,720	1,395	2,325			
1975	7,271	7,123	20	128		5 398	2,287	3,111			
1976	7,172	7,054	19	99		6,070	2,500	3,570			
1968 1st quarter	1,231	1,190		41	1,121	897	307	590	850	287	563
2nd quarter	1,024	985		39	1,040	775	279	496	772	271	501
3rd quarter	932	907		25	1,020	586	148	438	731	270	461
4th quarter	1,111	1,068		43	1,117	907	374	533	812	280	532
1969 1st quarter	1,231	1,173		58	1,135	872	318	554	824	296	528
2nd quarter	1,095	1,055		40	1,094	871	308	563	864	298	566
3rd quarter	1,215	1,157		58	1,319	798	171	627	957	305	652
4th quarter	1,231	1,167		64	1,224	969	384	585	865	282	583
1970 1st quarter	1,314	1,273		41	1,236	981	318	663	942	305	637
2nd quarter	1,321	1,280		41	1,308	966	339	627	971	335	636
3rd quarter	1,219	1,174		45	1,324	744	169	575	893	303	590
4th quarter	1,233	1,180		53	1,219	998	443	555	883	326	557
1971 1st quarter	1,171	1,145		26	1,110	760	310	450	730	297	433
2nd quarter	1,253	1,205		48	1,237	945	285	660	942	275	667
3rd quarter	1,137	1,092		45	1,233	777	172	605	925	308	617
4th quarter	1,232	1,201		31	1,213	1,024	399	625	909	286	623
1972 1st quarter	1,222	1,197		25	1,166	877	291	586	855	284	571
2nd quarter	1,200	1,175		25	1,187	799	293	506	799	284	515
3rd quarter	866	844		22	945	614	160	454	753	291	462
4th quarter	1,049	1,028		21	1,039	773	406	367	656	291	365
1973 1st quarter	1,011	982		29	954	710	273	437	700	271	429
2nd quarter	952	919		33	941	653	308	345	655	302	353
3rd quarter	875	858		17	955	463	130	333	579	241	338
4th quarter	1,079	1,058		21	1,067	749	369	380	641	266	375
1974 1st quarter	1,322	1,296		26	1,230	713	264	449	701	258	443
2nd quarter	1,341	1,314		27	1,329	844	309	535	847	297	550
3rd quarter	1,377	1,355		22	1,500	829	224	605	1,023	415	608
4th quarter	1,678	1,643		35	1,659	1,334	598	736	1,149	425	724
1975 1st quarter	1,938	1,900		38	1,793	1,238	540	698	1,228	538	690
2nd quarter	1,816	1,783		33	1,814	1,317	593	724	1,328	582	746
3rd quarter	1,719	1,693		26	1,879	1,138	279	859	1,393	532	861
4th quarter	1,798	1,767		31	1,785	1,705	875	830	1,449	635	814
1976 1st quarter	1,921	1,891		30	1,773	1,554	687	867	1,529	668	861
2nd quarter	1,807	1,785		22	1,813	1,490	653	837	1,492	629	863
3rd quarter	1,592	1,571		21	1,744	1,150	324	826	1,437	609	828
4th quarter	1,852	1,826		26	1,842	1,876	836	1,040	1,612	594	1,018

(including administration orders and deeds of arrangement) up to the third quarter of 1976. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in table 1, which are for all receiving orders, administration orders, and deeds of arrangement that were made. The compilation of the data for the fourth quarter differs from that for the other quarters. It is therefore preferable, in table 2, to compare the analysis for the third quarter of 1976 only with those for the first and second quarters and for the third quarter of 1975. The percentage in construction fell in the third quarter of 1976, from its high level in the previous quarter, and there was a sharp rise in the percentage in hotels and restaurants compared with the previous quarter. The percentage in distribution (wholesaling and retailing together) was much the same as in the previous quarter but the percentage in retailing rose while the percentage in wholesaling fell. In other groups, changes were very small. With about 65 per cent of all receiving orders administered accounted for by self-employed persons, within which about 2 per cent were in manufacturing, 23 per cent in construction, and 18 per cent in distribution, the overall pattern was much the same as in the earlier quarters.

Table 3 gives the industrial analysis of company liquidations up to the third quarter of 1976. There was a small rise in the percentage in manufacturing in the third quarter, following a rise in the previous quarter, and a fall in the percentage in financial and professional services, which includes property companies. Generally changes in the third quarter compared with the previous quarter were very small and, with about 24 per cent in manufacturing, 16 per cent in construction, and 19 per cent in distribution, the overall pattern was much the same as in the earlier quarters.

Changes in the industrial analysis should be interpreted with caution because of the difficulty of making precise industrial classifications in many cases and the erratic nature of the series.

High Court and county court figures

The figures for receiving and administration orders and compulsory liquidation winding-up orders in the High Court and county courts during the fourth quarter of 1976 and the four preceding quarters are as follows:

	1975	1976			
	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Receiving and administration orders					
High Court	498	379	467	361	654
County courts	1,269	1,512	1,318	1,210	1,172
Total	1,767	1,891	1,785	1,571	1,826
Compulsory liquidation winding-up orders					
High Court	746	552	527	190	719
County courts	129	135	126	134	117
Total	875	687	653	324	836

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in Section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver, who is an officer of

TABLE 2 Industrial analysis of receiving orders administered[1]

England and Wales

	Numbers							Percentages						
			1975		1976					1975		1976		
Industry	1974	1975	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1974	1975	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Self-employed														
Agriculture	90	167	28	68	36	40	27	1.7	2.4	1.9	3.3	2.2	2.8	1.9
Manufacturing:														
Food, drink and tobacco	4	2	—	2	—	—	—	0.1	—	—	0.1	—	—	—
Chemicals	—	1	—	1	—	—	—	—	—	—	—	—	—	—
Metals and engineering	45	75	17	33	13	9	5	0.8	1.1	1.1	1.6	0.8	0.6	0.4
Textiles and clothing	35	42	8	20	11	5	10	0.7	0.6	0.5	1.0	0.7	0.3	0.7
Timber and furniture	36	43	9	10	12	2	9	0.7	0.6	0.6	0.5	0.7	0.1	0.6
Paper, printing and publishing	21	23	3	9	3	5	2	0.4	0.3	0.2	0.4	0.2	0.3	0.1
Other manufacturing	11	13	4	4	3	2	2	0.2	0.2	0.3	0.2	0.2	0.1	0.1
Total manufacturing	152	199	41	79	42	23	28	2.9	2.9	2.8	3.9	2.5	1.6	2.0
Construction	1,056	1,543	283	456	361	360	316	19.9	22.6	19.1	22.4	21.7	25.1	22.8
Road haulage	342	458	96	160	77	83	70	6.4	6.7	6.5	7.9	4.6	5.8	5.0
Wholesaling:														
Consumer goods	42	54	9	14	4	17	9	0.8	0.8	0.6	0.7	0.2	1.2	0.6
Non-consumer goods	55	68	12	24	13	18	4	1.0	1.0	0.8	1.2	0.8	1.3	0.3
Retailing:														
Food	345	380	75	131	84	75	86	6.5	5.6	5.1	6.4	5.1	5.2	6.2
Non-food	576	718	146	257	174	132	148	10.8	10.5	9.8	12.6	10.5	9.2	10.7
Finance and professional services	237	306	72	91	75	58	42	4.5	4.5	4.8	4.5	4.5	4.0	3.0
Hotels and restaurants	213	291	71	107	81	55	91	4.0	4.3	4.8	5.3	4.9	3.8	6.6
Garages	198	307	50	154	54	37	39	3.7	4.5	3.4	7.6	3.3	2.6	2.8
Other consumer services	195	216	47	70	67	44	29	3.7	3.2	3.2	3.4	4.0	3.1	2.1
Other industries	31	82	10	41	14	18	15	0.6	1.2	0.7	2.0	0.8	1.3	1.1
Total	3,532	4,789	940	1,652	1,082	960	904	66.5	70.2	63.3	81.1	65.2	66.9	65.2
Other individuals														
Employees, no occupation and unemployed	1,485	1,512	450	175	472	377	378	27.9	22.2	30.3	8.6	28.4	26.3	27.3
Directors and promoters of companies	244	405	67	186	86	67	77	4.6	5.9	4.5	9.1	5.2	4.7	5.6
Occupation unknown	53	115	28	25	20	32	28	1.0	1.7	1.9	1.2	1.2	2.2	2.0
Total	1,782	2,032	545	386	578	476	483	33.5	29.8	36.7	18.9	34.8	33.1	34.8
All receiving orders administered	5,314	6,821	1,485	2,038	1,660	1,436	1,387	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Note:

(1) Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

TABLE 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1975		1976					1975		1976		
	1974	1975	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1974	1975	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Agriculture	16	48	16	13	12	6	5	0.4	0.9	1.4	0.8	0.8	0.4	0.4
Manufacturing:														
Food, drink and tobacco	62	62	18	15	21	9	10	1.7	1.1	1.6	0.9	1.4	0.6	0.9
Chemicals	33	53	19	18	12	11	12	0.9	1.0	1.7	1.1	0.8	0.7	1.0
Metals and engineering	323	400	95	116	116	102	84	8.7	7.4	8.3	6.8	7.5	6.8	7.3
Textiles and clothing	171	230	56	74	65	66	56	4.6	4.3	4.9	4.3	4.2	4.4	4.9
Timber and furniture	124	114	22	26	30	37	22	3.3	2.1	1.9	1.5	1.9	2.5	1.9
Paper, printing and publishing	124	207	43	74	36	52	38	3.3	3.8	3.8	4.3	2.3	3.5	3.3
Other manufacturing	109	209	42	78	52	72	57	2.9	3.9	3.7	4.6	3.3	4.8	5.0
Total manufacturing	946	1,275	295	401	332	349	279	25.4	23.6	25.9	23.5	21.4	23.4	24.3
Construction	776	956	182	257	232	258	188	20.9	17.7	16.0	15.1	14.9	17.3	16.3
Road haulage	213	304	83	74	64	68	61	5.7	5.6	7.3	4.3	4.1	4.6	5.3
Wholesaling:														
Consumer goods	130	143	30	42	36	46	37	3.5	2.6	2.6	2.5	2.3	3.1	3.2
Non-consumer goods	191	318	68	82	61	54	51	5.1	5.9	6.0	4.8	3.9	3.6	4.4
Retailing:														
Food	81	119	31	37	35	24	20	2.2	2.2	2.7	2.2	2.3	1.6	1.7
Non-food	270	441	79	159	158	166	112	7.3	8.2	6.9	9.3	10.2	11.1	9.7
Financial and professional services	612	908	188	291	277	255	178	16.5	16.8	16.5	17.1	17.8	17.1	15.5
Hotels and restaurants	136	157	37	44	52	31	36	3.7	2.9	3.3	2.6	3.3	2.1	3.1
Garages	74	123	17	39	22	33	37	2.0	2.3	1.5	2.3	1.4	2.2	3.2
Other consumer services	81	184	37	80	149	78	65	2.2	3.4	3.3	4.7	9.6	5.2	5.7
Other industries	194	422	75	186	124	122	81	5.2	7.8	6.6	10.9	8.0	8.2	7.0
Total	3,720	5,398	1,138	1,705	1,554	1,490	1,150	100.0	100.0	100.0	100.0	100.0	100.0	100.0

the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangment relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for the fourth quarter with the analyses for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 25 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made-up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditor's voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the Bankruptcy General Annual Report. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

Inquiries concerning this article should be addressed to: Economics and Statistics Division 6a, Departments of Trade, Industry, and Prices and Consumer Protection, Room 142, 1 Victoria Street, London SW1H 0ET (tel. 01-215 5538).

New companies registered in Northern Ireland in December 1976

During December 1976, 71 private companies with a total nominal capital of £2,876,909 were incorporated; one public company and one private company limited by guarantee and not having a share capital were also incorporated.

During the period January to December 1976, 618 companies with a total nominal capital of £19,110,469 were incorporated as compared with 571 companies with a total nominal capital of £15,815,197 in the same period in 1975.

Cinema admissions and takings in November 1976

During November 1976, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 2.01 million and the weekly average of gross box office takings was £1.52 million. The comparable figures for November 1975 were 1.98 million and £1.34 million.

Regional Development grant payments

Companies which have received one or more payments of regional development grant of over £25,000 in the quarter ended 31 December 1976 are shown below. The table is drawn up on a regional basis according to the location of the premises in respect of which the grants were paid. The amounts shown against each premises are in some cases individual payments and in some cases the total number of separate payments each individually exceeding £25,000.

A list of payments made in the quarter ended 30 September 1976 appeared in *Trade and Industry* dated 5 November 1976 together with information concerning the dates of publication of earlier lists.

Name of company	Location of premises	Grant (£,000)
SOUTH WEST		
Cornwall Tin and Mining Ltd	Truro	83
High Temperature Engineers Ltd	South Molton	33
WEST MIDLANDS		
British Gypsum Ltd	Gotham, Notts	37
EAST MIDLANDS		
Coxfield Industrial Estates Ltd	Nottingham	38
Dialene International Ltd	Alfreton	26
Staveley Chemicals Ltd	Chesterfield	33
YORKSHIRE AND HUMBERSIDE		
Arnold Laver (Bradford) Ltd	Bradford	44
Aveling Marshall Ltd	Gainsborough	30
British Steel Corporation	Rotherham	688
British Steel Corporation	Scunthorpe	936
British Steel Corporation	Sheffield	722
Bunzl Adhesive Materials Ltd	Scarborough	103
Catton and Co Ltd	Leeds	65
Courtaulds Ltd	Grimsby	25
Crosrol Ltd	Halifax	50
Edgar Allen Engineering Ltd	Sheffield	30
Howden Glucose Co Ltd	Howden Dyke, Goole	272
J. Hepworth and Son Ltd	Leeds	326
Landis Lund Ltd	Keighley	28
Lindsey Oil Refinery Ltd	Grimsby	33
Lombard North Central Ltd	Leyburn	27
Mostyntithe Ltd	Yeadon, Leeds	33
National Coal Board	Rotherham	296
National Coal Board	Sheffield	91
Portakabin Ltd	York	84
Reckitt and Sons Ltd	Hull	148
Roneo Vickers Business Forms Ltd	Huddersfield	42
Sanderson (Forklifts) Ltd	Skegness	30
Thorn-Ericsson Telecommunications	Scunthorpe	159
Ward Brothers (Sherburn) Ltd	Sherburn, Malton	32
Yorkshire Marine Containers Ltd	Beverley	72
NORTH WEST		
Akzo Chemie UK Ltd	Kirkby	55
Associated Octel Co (Plant) Ltd	Ellesmere Port	389
Austin Packaging Group Ltd	Bromborough	33
Bauer (Great Britain) Ltd	Winsford	29
BICC Ltd	Prescot	78
BOC Ltd	West Pimbo, Skelmersdale	102
Bowaters UK Paper Co Ltd	Ellesmere Port	26
British Aircraft Corporation Ltd	Preston	113
British American Tobacco Co Ltd	Liverpool	137
British Nuclear Fuels Ltd	Preston	37
British Reinforced Concrete Engineering Co Ltd	Birkenhead	63
Cammell Laird Shipbuilders Ltd	Birkenhead	762
Carborundum Co Ltd	Rainford	41
C. H. Thompson Ltd	Oldham	58
Ciba-Geigy (UK) Ltd	Manchester	27
C. R. Massie	Liverpool	65
Croda Gelatin Ltd	Widnes	171
Eastman Machine Co Ltd	Holmewood	75
Electric Power Storage Ltd	Bolton	53
Electric Power Storage Ltd	Manchester	27
Eric Bemrose Ltd	Liverpool	50
Fibreglass Ltd	St Helens	162
Fisons Ltd	Widnes	59
Ford Motor Co Ltd	Halewood	216
General Mills Chemicals (UK) Ltd	Hooton	41
Geo L. Scott and Co Ltd	Ellesmere Port	32
Greenall Whitley and Co Ltd	Warrington	163
Hawker Siddeley Aviation Ltd	Manchester	44
Imperial Chemical Industries Ltd	Lostock	57
Imperial Chemical Industries Ltd	Runcorn	862
Imperial Chemical Industries Ltd	Widnes	89
Ingersoll Rand Co Ltd	Manchester	35
John Bright and Brothers Ltd	Rochdale	42
John Dickinson and Co Ltd	Kirkby	45
Koter's (Liverpool) Ltd	Netherton	111
Lever Brothers Ltd	Port Sunlight	57
Lilly Industries Ltd	Liverpool	41
Lyons Maid Ltd	Liverpool	35
National Coal Board	St Helens	128
Northgate Group Ltd	Aintree	25
Pakcel Converters Ltd	St Helens	61
Philmac Oils Ltd	Ellesmere Port	27
Pilkington Brothers Ltd	Cowley Hill	28
Ransome Hoffman Pollard Ltd	Blackburn	30
Ravenhead Co Ltd	St Helens	64
Robert Watson and Co	Bolton	57
Rockware Glass Ltd	St Helens	28
Shell Chemicals UK Ltd	Ellesmere Port	1,260
Shell Chemicals UK Ltd	Urmston	51
Shell Research Ltd	Ince Chester	367
Shell UK Ltd	Ellesmere Port	312
Skelmersdale Development Corporation	Skelmersdale	27
Stone Manganese Marine Ltd	Birkenhead	52
Tate and Lyle Refineries Ltd	Liverpool	190
Tootal Ltd	Bolton	27
Turner and Newall Ltd	Widnes	26
Turner and Newall Ltd	Wigan	125
Unit Construction Co Ltd	Widnes	34
United Biscuits Ltd	Liverpool	63
Urenco (UK)	Wirral	842
Vauxhall Motors Ltd	Ellesmere Port	147
NORTHERN		
Alcan (UK) Ltd	Ashington	73
APV Paramount Ltd	Billingham	42
Associated Lead Manufacturing Ltd	Wallsend	54
Austin and Pickersgill Ltd	Sunderland	563
Aycliffe Development Corporation	Darlington	107
BEC Plant Ltd	Carlisle	27
BEC Plant Ltd	Whitehaven	33
Black and Decker Ltd	Spennymoor	54
BOC Ltd	Middlesbrough	184
BP Trading Ltd	Middlesbrough	1,882
Bridon Fibres and Plastics Ltd	Sunderland	29
British Cellophane Ltd	Barrow-in-Furness	36
British Chrome and Chemicals Ltd	Stockton-on-Tees	206
British Nuclear Fuels Ltd	Windscale	1,001
British Steel Corporation	Consett	720
British Steel Corporation	Distington	53
British Steel Corporation	Hartlepool	402
British Steel Corporation	Middlesbrough	4,014
British Steel Corporation	Redcar	6,676
British Steel Corporation	Workington	294
Charles Churchill Ltd	Blaydon-on-Tyne	65
Charlton-Leslie Offshore Ltd	Wallsend	30
Corning Ltd	Sunderland	79
Crake Scar Opencast Co Ltd	Bishop Auckland	31
Crawford Bros (Newcastle) Ltd	Newcastle-upon-Tyne	45
Cumberland and Westmorland Farmers Ltd	Penrith	25
Domtar Paper Mills Ltd	Sunderland	40
Doxford Engines Ltd	Sunderland	87
Eddison Plant Ltd	Darlington	28
General Electric Co Ltd	Hartlepool	97
George Angus and Co Ltd	Wallsend	26
Gibbons Northern Brick Ltd	Throckley-Newcastle	27
Glaxo Laboratories Ltd	Ulverston	102
Glaxo Properties Ltd	Ulverston	97
Hawthorn Leslie (Engineers) Ltd	Newcastle upon Tyne	27
Imperial Chemical Industries Ltd	Billingham	1,251
Imperial Chemical Industries Ltd	Middlesbrough	2,468
Imperial Group Ltd	Newcastle upon Tyne	120
J. and G. T. Gordon Ltd	'S'	31
Leonard Fairclough Ltd	'S'	51
Lombard North Central Ltd	Cramlington	43
Lomount Construction Ltd	Crook	58
Marshall Branson Ltd	Blaydon-on-Tyne	39
Metal Box Ltd	Carlisle	31
Milk Marketing Board	Durham	99
Mono Containers (UK) Ltd	Durham	55
Monsanto Ltd	Middlesbrough	2,457
Mullard Ltd	Belmont, Durham	109
National Coal Board	Blackhall	68
National Coal Board	Blyth	35
National Coal Board	Boldon	205
National Coal Board	East Hetton	73
National Coal Board	Hartlepool	81
National Coal Board	Hetton-le-Hole	45
National Coal Board	Morpeth	34
National Coal Board	Peterlee	166
National Coal Board	Seaham	172
National Coal Board	South Shields	374
National Coal Board	Sunderland	138
Nestle Co Ltd	Dalston, Carlisle	28
Newalls Insulation Co Ltd	Washington	104
Northern Clubs Federation Ltd	Gateshead	1,190
Northern Clubs Federation Brewery Ltd	Newcastle upon Tyne	103
Northern Dairies Ltd	Middlesbrough	39
Oakbridge Plant Ltd	'S'	119
Patons and Baldwins Hosiery	Peterlee	28
Polyamide Intermediates Ltd	Middlesbrough	1,121
Reyrolle Parsons Ltd	Newcastle upon Tyne	163
Rocton Equipment Ltd	'S'	118
Rumenco Ltd	Consett	118
Seymour Plant (Northern) Ltd	'S'	32
Sharfinch Ltd	Esh Winning	31
Shell UK Ltd	Middlesbrough	171
Shepherd Hill and Co Ltd	Consett	48
Smart and Brown Lighting	Spennymoor	26
Smith Brothers (Whitehaven) Ltd	Workington	44

Name of company	Location	Grant (£,000)
Sparrows Heavy Crawler Cranes Ltd	'S'	56
Standard Pulverised Fuel Co Ltd	Willington, Co Durham	25
Steetley (Mfg) Ltd	Hartlepool	331
Sunderland Shipbuilding Ltd	Sunderland	47
Swiss Aluminium Mining (UK) Ltd	Weardale, Bishop Auckland	46
Tarmac Construction Ltd	Stockton-on-Tees	53
Taylor Woodrow Plant Co Ltd	Morpeth	639
Thermal Syndicate Ltd	Wallsend	31
T. J. Thomson and Son Ltd	Stockton-on-Tees	89
Velva Liquids (North Shields) Ltd	North Shields	69
Vernons Finance Corporation	Stockton	61
Vickers Shipbuilding Group Ltd	Barrow-in-Furness	27
Wavin Plastics Ltd	Brandon, Durham	35
William Browns Sawmills Ltd	Darlington	34
Williams and Glyn's Leasing Co Ltd	Morpeth	660
William Press Production Systems Ltd	Wallsend	39
Wolsingham Steel Co Ltd	Wolsingham	28
Workington Brewery Co Ltd	Workington	26
WALES		
Alcoa Manufacturing (GB) Ltd	Swansea	211
Amoco (UK) Ltd	Milford Haven	215
Argoed Isha Quarries Ltd	Llanharry	45
BICC Ltd	Wrexham	25
British Airways Engine Overhaul Ltd	Nantgarw	58
British Leyland (UK) Ltd	Cardiff	50
British Steel Corporation	Cardiff	28
British Steel Corporation	Deeside	435
British Steel Corporation	Ebbw Vale	1,454
British Steel Corporation	Newport	84
British Steel Corporation	Port Talbot	1,487
British Steel Corporation	Swansea	80
British Tissues Ltd	Bridgend	89
Dow Corning Ltd	Barry	192
Duport Steel Works Ltd	Llanelli	472
George Wimpey and Co Ltd	Aberdare	78
George Wimpey and Co Ltd	Glynneath	131
GKN (South Wales) Ltd	Cardiff	811
Gowerton Iron and Steel (Supplies) Ltd	Swansea	36
Hoover Ltd	Merthyr Tydfil	96
ICI Ltd	Pontypool	62
INA Bearing Co Ltd	Llanelli	49
J. R. Freeman and Son Ltd	Port Talbot	29
J. D. White Ltd	Llanelli	87
Kellogg Company of Great Britain Ltd	Wrexham	118
Lehane MacKenzie and Shand Ltd	Bridgend	192
Mettoy Co Ltd	Swansea	200
Midland Oil Refineries Ltd	Ebbw Vale	39
Milk Marketing Board	Wrexham	33
Monsanto Ltd	Ruabon	134
Murphy Bros Ltd	Ammanford	26
National Coal Board	Ammanford	272
National Coal Board	Bridgend	86
National Coal Board	Hirwaun	57
National Coal Board	Merthyr Vale	66
National Coal Board	Neath	72
National Coal Board	Ynysybwl	35
Natural Gas Tubes Ltd	Tredegar	90
Powell Duffryn Engineering Ltd	Pontyclun	25
Pilkington Brothers Ltd	St Asaph	27
Pilkington Brothers Ltd	Wrexham	33
Pilkington PE Ltd	St Asaph	51
P. Leiner and Sons (Wales) Ltd	Treforest	58
Radiochemical Centre Ltd	Cardiff	88
Reads Ltd	Rhymney	34
R. H. Moore (Metals) Ltd	Bridgend	26
Samuel Courtauld and Co Ltd	Pontypridd	64
Shell UK Ltd	Amlwch	337
Short Bros (Plant) Ltd	'S' Aberdare	57
Standard Telephones and Cables Ltd	Milford Haven	30
Swansea Press Ltd	Swansea	30
Tamahill Ltd	'S' Swansea	25
3M (United Kingdom) Ltd	Swansea	308
Trocoll Quarries (Wales) Ltd	Tredegar	28
Unigate Foods Ltd	Carmarthen	37
Wiggins Teape Ltd	Cardiff	29
Williams Adams and Co (Newport) Ltd	Risca	32
Williams and Glyn's Leasing Co Ltd	Glynneath	165
SCOTLAND		
Abelson Plant Ltd	'S'	30
Air Products Ltd	Cumbernauld	128
Air Products Ltd	Glasgow	73
Alloa Printing and Publishing Co Ltd	Alloa	63
Anderson Mavor Ltd	Motherwell	61
Bass Ltd (Tennent Caledonian Breweries Ltd)	Glasgow	53
BOC Ltd	Carfin	39
Bristow Helicopters Ltd	Sumburgh	60
British Leyland UK Ltd	Glasgow	75
British Olivetti Ltd	Glasgow	51
British Steel Corporation	Airdrie	144
British Steel Corporation	Bellshill	86
British Steel Corporation	Cambuslang	25
British Steel Corporation	Hunterston	112
British Steel Corporation	Motherwell	3,024
Buchan Meat Producers Ltd	Fraserburgh	87
Burroughs Machines Ltd	Glasgow	31
Caledonia Crane and Plant Hire Ltd	'S'	29
Caledonian Fish Meal Co Ltd	Aberdeen	65
Cameron Iron Works Ltd	Livingston	38
Cameron Iron Works Ltd	West Lothian	52
Capital Finance Ltd	Burntisland	44
Carvon Co	Falkirk	46
Chivas Bros Ltd	Paisley	203
Clachan Excavations and Construction Ltd	'S'	88
Clarke Chapman Ltd	Glasgow	38
Concrete Products Ltd	Kirkcaldy	48
Costain Mining Ltd	Fife	250
CPC (United Kingdom) Ltd	Paisley	28
Crompton Parkinson Ltd	Dundee	36
D. C. Thomson and Co Ltd	Dundee	38
Devro Ltd	Chryston	50
Devro Ltd	Glasgow	35
Devro Ltd	Moodiesburn	27
Elgin Plant Ltd	'S'	48
Express Dairy Foods Ltd	Dumfries	47
FMC Corporation UK Ltd	Fife	37
Forward Leasing (UK) Ltd	Aberdeen	358
Frigoscandia Ltd	Bellshill	90
General Electric Co Ltd	Glenrothes	35
General Motors Scotland Ltd	Motherwell	307
George Wimpey and Co Ltd	West Lothian	143
Glenrothes Development Corporation	Glenrothes	42
G. Percy Trentham Ltd	West Lothian	31
Greenham (Plant Hire) Ltd	Aldridge	50
Halliburton Mfg Services Ltd	Arbroath	1,177
Hambros Bank Ltd	Falkirk	143
Hewlett Packard Ltd	West Lothain	34
Hiram Walker and Sons (S) Ltd	Dumbarton	139
Hoover Ltd	Cambuslang	84
Howard Doris Ltd	Kishorn	192
Howard Doris Ltd	Loch Kishorn	335
Howden Compressors Ltd	Glasgow	35
Hugh MacRae and Co (Builders) Ltd	Inverness	25
I. and H. Brown (Plant) Ltd	'S'	51
IBM (UK) Ltd	Greenock	289
IBM United Kingdom Rentals Ltd	Greenock	98
Imperial Chemical Industries Ltd	Ayrshire	916
Imperial Chemical Industries Ltd	Grangemouth	488
Imperial Chemical Industries Ltd	Stevenston	61
Imperial Group Ltd	Ayrshire	152
Imperial Group Ltd	Glasgow	28
J. D. White Ltd	Lanarkshire	34
J. H. Fenner and Co Ltd	Cumnock	55
John Dickinson and Co Ltd	Balerno	37
John Walker and Sons Ltd	Glasgow	80
Jones and Campbell Ltd	Larbert	35
Lawson of Dyce Ltd	Aberdeen	33
Lewis Offshore Ltd	Aberdeen	132
Lewis Offshore Ltd	Isle of Lewis	234
Lilley Plant Ltd	Glasgow	74
Mac Fisheries Ltd	Fraserburgh	45
McDermott Scotland	Ardersier	372
McDonald Electric (Scotland) Ltd	East Kilbride	64
Marconi Co Ltd	Dunfermline	70
Massey-Ferguson-Perkins Ltd	Kilmarnock	40
Metal Box Ltd	East Kilbride	38
Monsanto Ltd	Dundonald	43
Morrison Whyte (UK) Ltd	Irvine	54
Murphy Bros Ltd	'S'	109
M. Wiseman and Co Ltd	Dumbarton	63
National Chrome Tanning Co (1936) Ltd	Bridge-of-Weir	29
National Coal Board	Auchinleck	28
National Coal Board	Coatbridge	34
National Coal Board	Culross	73
National Coal Board	Midlothian	29
National Semiconductor (UK) Ltd	Greenock	159
Norwest Civil Engineering Ltd	'S'	27
Occidental of Britain Inc	Orkney	1,085
Pye of Cambridge Ltd	Galashiels	78
R. B. Tennent Ltd	Coatbridge	40
Redpath Dorman Long Ltd	Fife	29
R. J. McLeod (Contractors) Ltd	Glasgow	33
Roche Products Ltd	Dalry	78
Scotboard Ltd	Irvine	59
Scotstoun Marine Ltd	Glasgow	193
Scottish and Newcastle Breweries Ltd	Edinburgh	614
Scottish Grain Distillers Ltd	Glasgow	232
Scottish Milk Marketing Board	Stranraer	52
Scottish Stamping and Engineering Co Ltd	Ayr	117
Singer Co (UK) Ltd	Clydebank	39
Sir Robert McAlpine and Son Ltd	Argyll	197
Sir Robert McAlpine and Son Ltd	Dunoon	56
SKF (UK) Ltd	Drybridge	120
Sportworks Ltd	Bishopbriggs	25
Strathleven Bonded Warehouses Ltd	Dumbarton	33
Sunblest Bakeries (Glasgow) Ltd	Glasgow	74
Syntex Pharmaceuticals Ltd	Edinburgh	36
Tay Textiles Ltd	Perth	33
Tractor Shovels (Contracts) Ltd	Edinburgh	60
Tullis Russell and Co Ltd	Fife	111
Tullis Russell and Co Ltd	Glenrothes	113
Wiggins Teape Ltd	Aberdeen	144
William Griffith (Plant) Ltd	Armadale	31
William Halley and Sons Ltd	Dundee	27
Williams and Glyn's Leasing Co Ltd	Cardenden	79
Wilson Glenny Ltd	Roxburghshire	35
W. K. Jackson and Sons Ltd	Lanarkshire	31
William Collins Sons and Co Ltd	Bishopbriggs	129
William Sanderson and Son Ltd	West Lothian	26
William Teacher and Sons Ltd	Kennethmont	38

Notes:

1 'S' indicates use in more than one premises or sites in a development area.

2 Total of payments listed above £70.3 million.

3 Total regional development grant paid in the quarter £104.1 million.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	21 Jan. 1977
trends in invisible transactions	22 Oct. 1976
(*see also* Overseas trade of the UK)	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	7 Jan. 1977
By regions	19 Nov. 1976
Catering trades turnover (M)	14 Jan. 1977
Census of production (A)	28 Jan. 1977
Chemicals industry activity (Q)	7 Jan. 1977
Companies:	
acquisitions and mergers (Q)	12 Nov. 1976
Liquidations *see* Insolvencies	
liquidity (Q)	10 Dec. 1976
new registrations:	
Gt. Britain (M)	21 Jan. 1977
N. Ireland (M)	This week
rate of return on capital (A)	8 Oct. 1976
Structure of company financing	This week
Construction work overseas (A)	15 Oct. 1976
EEC economic indicators	14 Jan. 1977
Energy trends (M)	This week
Engineering industries: sales and orders (M)	21 Jan. 1977
Film industry	
British Film Fund Agency returns (M)	14 Jan. 1977
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	20 Aug. 1976
registrations of films (A)	This week
Food:	
consumption levels (6M)	27 Aug. 1976
household consumption (Q)	7 Jan. 1977
Footwear industry: production, orders and deliveries (M)	21 Jan. 1977
Foreign exchange: official reserves (M)	14 Jan. 1977
Foreign trade: industrial countries' production and trade (Q)	3 Dec. 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	7 Jan. 1977
Industrial production:	
index numbers (M)	28 Jan. 1977
Scotland	28 Jan. 1977
Wales	28 Jan. 1977
Insolvencies (Q)	This week
Insurance companies: investments and assets (A)	20 Aug. 1976
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	8 Oct. 1976
investment and earnings overseas (A)	25 June 1976
Man-made fibres:	
deliveries (Q)	3 Dec. 1976
production (M)	14 Jan. 1977
production: quarterly analysis (Q)	3 Dec. 1976
Metal-working machine tools (M)	7 Jan. 1977
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures (M)	14 Jan. 1977
motor trade turnover (Q)	19 Nov. 1976
Office development permits (Q)	26 Nov. 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	16 July 1976
analysis of trends (Q)	3 Dec. 1976
ten-year back run (A)	12 Mar. 1976
export prospects (Q)	28 Jan. 1977
invoicing in foreign currencies	7 Jan. 1977
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	20 Aug. 1976
Regional development grants (Q)	This week
Regional selective assistance monthly summary (M)	21 Jan. 1977
Regional selective assistance: offers £10,000 or more (Q)	28 Jan. 1977
Research and development expenditure	26 Nov. 1976
Retail prices index (M)	28 Jan. 1977
Retail trades:	
sales (M)	14 Jan. 1977
provisional figures (M)	21 Jan. 1977
sales, N. Ireland (M)	14 Jan. 1977
stocks (M)	21 Jan. 1977
Royalties: overseas transactions (A)	25 June 1976
Shipping: nationality of vessels in UK sea-borne trade (A)	9 July 1976
Steel consumption and stocks (Q)	7 Jan. 1977
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	7 Jan. 1977
manufacturers' stocks: monthly estimates (M)	28 Jan. 1977
retail (M)	21 Jan. 1977
Television: overseas payments and earnings (A)	20 Aug. 1976
Textiles:	
activity in the industry (Q)	14 Jan. 1977
carpet sales (M)	21 Jan. 1977
cotton industry production (M)	14 Jan. 1977
hosiery production (M)	28 Jan. 1977
made-up clothing: orders and deliveries (M)	28 Jan. 1977
wholesale houses' sales (M)	28 Jan. 1977
wool exports (Q)	10 Dec. 1976
wool output (M)	14 Jan. 1977
Tourism:	
foreign visitor arrivals (M)	17 Dec. 1976
overseas travel and tourism (Q)	14 Jan. 1977
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	21 Jan. 1977

Departmental organisations etc.

British commercial representation overseas	8 Oct. 1976
Customs notices of interest to exporters	1 Oct. 1976
ECGD local offices	10 Dec. 1976
Guide to departments	3 Dec. 1976
Official Receivers' offices	15 Oct. 1976
Programme of trade promotions	26 Nov. 1976
Release dates of economic statistics	28 Jan. 1977

Trade and Industry reader services

contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our home exhibitions, new products, technology news, export services and export successes pages.
Add a circle below to the number found at the end of editorial items

READER SERVICE NUMBERS FOR FEBRUARY 1977

1	11	21	31	41	51	61	71	81	91	101	111	121	131	141	151	161	171	181	191
2	12	22	32	42	52	62	72	82	92	102	112	122	132	142	152	162	172	182	192
3	13	23	33	43	53	63	73	83	93	103	113	123	133	143	153	163	173	183	193
4	14	24	34	44	54	64	74	84	94	104	114	124	134	144	154	164	174	184	194
5	15	25	35	45	55	65	75	85	95	105	115	125	135	145	155	165	175	185	195
6	16	26	36	46	56	66	76	86	96	106	116	126	136	146	156	166	176	186	196
7	17	27	37	47	57	67	77	87	97	107	117	127	137	147	157	167	177	187	197
8	18	28	38	48	58	68	78	88	98	108	118	128	138	148	158	168	178	188	198
9	19	29	39	49	59	69	79	89	99	109	119	129	139	149	159	169	179	189	199
10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200

contact our advertisers

For more information on the products, properties or services advertised in this issue, circle the relevant numbers. You will receive full information without obligation.

Arab Communications	T.I 368	Leipzig Fair	T.I 373
British Industrial Publicity	T.I 369	Micro Economic Projects	T.I 374
Conder Group Services	T.I 370	Rayden (Japan)	T.I 375
Department of Industry	T.I 371	Transitex Export Service	T.I 376
Jeppeson Heaton	T.I 372	Queen Mary College	T.I 377

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

- ☐ Please invoice me/my company, or
- ☐ I enclose £24.99 for one year's subscription, or
- ☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

Trade ● Industrial ● Services

TELECOMMUNICATIONS SPECIALIST

M.B.M. ASSOCIATES INTERNATIONAL

TELECOMMUNICATIONS
SPECIALIST CONSULTANCY SERVICE
WE ADVISE ON ALL ASPECTS OF:

TELEPHONE — TELEX — DATA INTERFACE — INTERCOMM—CLOSED CIRCUIT TV—PAGING— SURVEILLANCE — RADIO and P.A. SYSTEMS — TV RELAY — ETC.

Please phone or write for brochure

Telephone: 01-573 8333 **Telex: 934271**

Address: Triumph House, 1096 Uxbridge Road, Hayes, Middlesex UB4 8QH. (X8)

OPTICAL INSTRUMENTS

The Enbeeco 'CYGNUS'
prismatic hand-bearing compass

(patent applied for)

Designed around the same principles as employed in our famous monocular model the 'CYGNUS' represents a high degree of accuracy with simplicity in use. Equally serviceable in daylight or darkness as in the latter case the scale is illuminated by a self-generating light source. The Cygnus is of compact form with no external prism to be damaged or misaligned and only weighs 158g.

Fully descriptive folder on request

NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584 (4)

WOOLLEN GOODS

Top Quality Outdoor Sweaters

IDEAL FOR ALL YOUR FAMILY

Really Warm 100% Pure NEW Wool • Heavy Rib Knit • Extra Long • Hard Wearing Patches • Made in England • As Supplied to H.M. Services • Quality Controlled to Govt. Spec. • Really Smart and Practical • Beware of Cheap Imitations • Avoid Disappointment- Buy the Original Bridgedale Sweater • Order with Confidence- Money Refunded if not Delighted

OLIVE GREEN, NAVY (all sizes)
BOTTLE GREEN, R.A.F. BLUE (not childrens)

CHEST	EACH	CHILDRENS	EACH
32"/34"	8-40	AGE 7-9	5-95
36"&38"	9-30	AGE 10-12	6-95
40"&42"	9-90	POST/PACK	EXPORT
44"&46"	10-90	FREE	ENQUIRIES INVITED

BUY 2 OR MORE LESS 50p EACH DESPATCHED BY RETURN

C.R.BRIDGEDALE LTD., FREEPOST
DEPT TI1 SAMUEL ST. LEICESTER LE1 7ZB (X63)

REPRESENTATION ABROAD

CANADA EXPORTS

English director with long and wide experience of export sales and production will be living with his Canadian family in Canada, seeks to set up selling organisation or agency in North America and Canada for any English manufacturer interested.

London forwarding address: B. M. Fresco, London WC1V 6XX (X45)

Telephone 01-242 6264 TODAY

and appear in next week's

Trade ● Industrial ● Services

Feature

OVERSEAS NEWSPAPERS AND PERIODICALS

OVERSEAS—POST TRADE JOURNAL

★ Covers all areas of the world in separate language editions.
★ Separate engineering and consumer goods editions in English, French German, Spanish, Italian, Russian, Arabic, Farsi and Portuguese.
★ Average overall monthly circulation 160,000 copies.

1st Vol. Markets in Europe. 9th Edition 1968. $10.00.
2nd Vol. Markets Outside Europe. 9th Edition 1976. $30.00.

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

(5)

FINANCE

A NEW YEAR MESSAGE TO ALL SMALL/MEDIUM SPECIALIST FIRMS

Expand your Export Market in 1977 by offering your Clients

A 5 year line of credit @ 7¾% to 80% of contract value
(payable semi annually in arrears)

PLUS: 100% TO YOU AGAINST SHIPPING DOCUMENTS

TOGETHER WITH: CASH FLOW FINANCE THROUGHOUT THE CONTRACT

Minimum Contract Value: £150,000. Maximum Contract Value: £6 million.

ARTHUR ELVY, PROJECT FUNDING, 18 Eaton Place, Belgravia, London, SW1
Telephone 01-903 1905 (59)

SHIP FOR SALE

DEPARTMENT OF TRADE

SHIP FOR SALE

Offers are invited for the purchase of the under-mentioned Royal Fleet Auxiliary vessel 'as lying' at HM Naval Base, Portsmouth.

'TIDESURGE' (ex TIDERANGE) Steel, built 1953/6. G.R.T. 13732. N.R.T. 7535. Length (b.p.) 550 ft. Breadth (mld.) 71 ft. Depth (mld.) 40 ft 6 in. Light Displacement 9380. Engine: Single screw, geared turbines, double reduction by J. Samuel White and Co Ltd. SHP 16000.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel. 01-233 8531.

Offers should be addressed to the Department of Trade, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "TIDESURGE" ' and must be received not later than noon on the 9 March 1977.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition. (64)

ARTICLES WANTED

WANTED!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH
01-435 9878/9 (1)

ADVERTISING RATES

£2 Single Column Centimetre

Series Discount Rates

6	**INSERTIONS**	**10%**
13	"	**15%**
26	"	**20%**
52	"	**25%**

Trade • Industrial • Services

GROUPAGE & FREIGHTING

TIR

ITM LIMITED

Full loads in TIR Trailers to all European destinations
GERMANY - BELGIUM - HOLLAND - AUSTRIA - FRANCE

EQUIPMENT MAINTENANCE, REPAIRS, CONVERSIONS, MANAGEMENT & SUPPLY

RAMSEY ROAD, DOVERCOURT, HARWICH, ESSEX CO12 4TG
Tel. 025-55 6771/5 Telex 987135 (55)

ITALY - GROUPAGE

ITALY • DAILY

Groupage ex our depots to arrive on Third day ex your depot arrival Fourth Day.

Full Loads 12 metre trailers available at short notice.

To any
ITALIAN DESTINATION

FEBLAND EUROPA LTD
TEL. (0253) 67741
Telex: 67495
BLACKPOOL WATFORD DOVER NOVARA

(57)

HOLLAND

Groupage Services to
HOLLAND AND BENELUX
Freight rates to Rotterdam £16.00 per 1000K
Regular service from London Depot
WHITE OAK TRANSPORT SERVICES LTD.
Atlantic Wharf, Hertford Road, Barking, Essex
Tel: 01-594 5499. Telex: 897815

(X6)

CONTAINERS

FOR SALE

I.S.O. Containers Steel, Aluminium insulated.
All types and sizes recondition and exchange service, very competitive prices.

DRAYCOTT CONTAINER SERVICES LTD.
EMPIRE HOUSE, 175 PICCADILLY, LONDON, W.1
Tel. 01-499 5961/2/3

(7)

SHIPPING AND TRANSPORTATION

CAZALY MILLS & CO.
International Shipping and Forwarding and Airfreight Agents
CAZALY HOUSE, DEVONSHIRE ROW, LONDON EC2.
Tel: 01-247 6993/7. Telex: 884014

(54)

TO ADVERTISE TELEPHONE
T. G. SCOTT & SON LTD
1 CLEMENT'S INN
LONDON WC2A 2ED

STORAGE

LEEDS

First class modern warehousing for premium merchandise immediately adjacent to Ring Road and M621. Fire and theft protected. Handling and Distribution facilities as required.

Cameron Storage, 287 Elland Road, Leeds.
Tel. Leeds (0532) 705729. Telex 557321 (X9)

TRANSLATIONS
& LANGUAGE TUITION

TRANSLATIONS
USE THE EXPERTS
Arabic Italian Spanish French German Japanese Russian Swedish

* Commercial, technical, financial, advertising and publicity translations.
* Specialist technical translators.
* Foreign language typesetting and printing.
* Service assured – deadlines met.

Language Experts to the Export Industry

eurolingua

Professional Language Services Limited.
62 Oxford Street, London W1N 9LD Tel: 01-323 0631/1118

(60)

RUSSIAN TRANSLATIONS

Contact the Russian specialists for fast, accurate Technical and Commercial translations.

Teknos Translations Ltd.,
Old Mill House, Mill Lane, Uckfield, Sussex TN22 5AA.
Tel: Uckfield (0825) 4224-7 Telex 957145

(56)

LANGUAGE TUITION

CONRAD LANGUAGES LTD.

INTENSIVE CRASH COURSES and PRIVATE TUITION for COMPANY PERSONNEL

All major languages, which include (Arabic, Chinese, Japanese, Farsi)

Phone or write to:
COURSE DIRECTOR,
92 PORTLAND PLACE, LONDON, W.1
Telephone: 01-828 9327, 01-637 1606 or 01-637 5746

(11)

Classified advertisements

BADGES

FOR

- MILITARY
- POLICE
- SECURITY
- ORGANIZATIONS

Please send us a picture of your logo.
Estimate quantity requirements.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF
ENGLAND

Telephone: 021-454 6404 **Telex 338633**

(61)

ring Bells

for
machine tools
and sheet metalworking machinery
Price List sent on request

Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4

H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

(65)

A Great Name in International Promotion Since 1954

MADE IN EUROPE®

We found a better way to help Manufacturers to find new customers abroad. Ask for a sample copy to see how we are serving Europe's industry – West and East – successfully. It pays to talk with us. Call or write:—

MADE IN EUROPE LTD, 12 Woodlodge, Woodfield Lane, ASHTEAD, Surrey KT21 2DS
Tel 03722 77362 Telex 21120 Ref 1305 (X62)

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.
Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525
(50)

ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

(X49)

BADGES, LABELS, NAMEPLATES ENGRAVING, CONTROL PANELS

of all descriptions in all materials

INDUSTRIAL INCENTIVES, TRADE PROMOTION GIFT ARTICLES

available

I. MARKOVITS LTD

1 COBBOLD MEWS
LONDON W.12
TEL: 01-743 1131

(52)

LIFT AND SHIFT PROBLEMS?

Solve them all in one swell coup with the unique triple-function

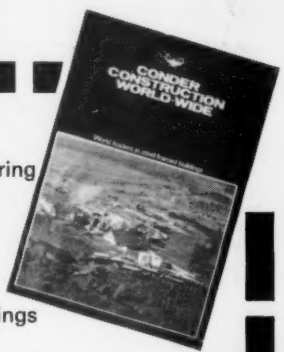
'MACMOBILE' CRANE

A mobile crane designed to lift any shapes, sizes and weights up to 4 tons
Converts to **FORK LIFT or 30' INSPECTION BASKET** in 2 minutes
360° completely rotational power unit provides 9' turning circle
Travels inside or out and navigates 8'x6'

Details from
GEOFFREY E. MACPHERSON LTD., Nottingham NG2 6AD, England.
Tel: (0602) 700771/5. Grams: 'Mac Nottm'.
Telex: 377215 (51)

There's no substitute for experience

Are you building overseas, contemplating building or have you a client who needs a building? Conder has supplied steel framed buildings to 120 countries, efficiently and economically for more than 20 years. Our experience saves our clients money.



I am interested in:–

- ☐ Factories & Warehouses
- ☐ Shipbuilding Halls & Heavy Engineering Workshops
- ☐ Aircraft Hangars
- ☐ Sports Halls & Leisure Buildings
- ☐ Land, Sea & Air Transport
- ☐ Please send me your Overseas Buildings literature
- ☐ I have a project I would like to discuss

Name:_____ Position:_____

Concern:_____

Address:_____

_____

_____ Telephone:_____

CONDER INTERNATIONAL

Winchester, Hants Telephone 0962 882222 Telex 47465

WORLD LEADERS IN STEEL FRAMED BUILDINGS

FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 370 ON READER SERVICE REPLY FORM IN THIS ISSUE

Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 724841 X